

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

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(SEE PAGE 9)

AMERICAN CAN COMPANY

(STOPPER FACTORY)
NEW YORK

THE ADDISON LITHOGRAPHING CO. ROCHESTER, N.Y.

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THE READJUSTMENT OF PRICES.

Reports from all parts of the United States, covering a wide range of commodities, indicate that price readjustments are taking place, according to the survey of the situation by the New York Merchants' Association. Every newspaper reader must have noticed the reports which show the increasing tendency towards the restoration of normal conditions. In several instances wage reductions have already been accepted without complaint.

While there has been a slight increase in the number of failures during the last month or two, it is gratifying that there are no signs of panic or of any disastrous upheaval such as followed the deflation which took place after the Civil War and after the war with Spain. There is every indication that the country is on a sound basis and that it will weather the process of deflation without serious mishaps.

28 AMERICAN COMMERCE CHAMBERS.

With the organization of an American Chamber of Commerce at Pernambuco, Brazil, news of which has just reached the Chamber of Commerce of the United States, there are now twenty-eight similar organizations promoting American trade in foreign countries. There are three other American Chambers of Commerce in Brazil, at Rio de Janeiro, Santos, and Sao Paulo.

China leads all other countries in the total number of American Chambers of Commerce. There are six such bodies in China. A chamber at Vladivostok, Siberia, is in process of organization.

Similar organizations are located in Argentina, Bolivia, Chile, Colombia, Cuba, England, Italy, Mexico, Spain, Turkey, Germany, South Africa, and the Philippine Islands.

THE INTERNATIONAL CHAMBER.

The work of setting up the machinery of the newly organized International Chamber of Commerce is now underway in the temporary headquarters at 33 rue Jean-Donjon, Paris. The permanent headquarters, which will be determined by the Board of Directors, will probably be located at the seat of the League of Nations. Dr. Edward Dolleans, professor of Political Economy at the University of Dijon, temporary secretary-general of the International Chamber, is directing the work of putting the machinery in motion.

The outlook for the business "League of Nations" is very promising, according to American delegates who

have returned to the United States from the Paris conference where the International Chamber was formed. They report that no more earnest group of men ever met for a greater cause than the 500 delegates from France, Italy, Belgium, Great Britain and the United States, the five foundation countries, who gathered for the purpose of building the machine which would be set in operation to deal with commercial problems between the nations.

STANDING COMMITTEES OF THE MANUFACTURING PERFUMERS' ASSOCIATION FOR THE YEAR 1920-1921.

Mr. Francis W. Jones, of Chicago, Ill., president of the Manufacturing Perfumers' Association of the United States, this month announced the appointment of the following standing and special committees for the current association year:

EXECUTIVE BOARD.

The Officers, Ex-Officio, and—

Gilbert Colgate (Colgate & Co., New York).
D. H. McConnell (Calif. Perfume Co., New York).
A. M. Spiehler (Adolph Spiehler, Inc., Rochester).
Howard Goodrich (Goodrich Drug Co., Omaha).
Wm. A. Bradley (D. R. Bradley & Son, New York).
V. C. Daggett (Daggett & Ramsdell, New York).
V. Vivaudou (V. Vivaudou, Inc., New York).
Northam Warren (Northam Warren Corp., New York).
W. L. Schultz (Lightfoot, Schultz Co., Hoboken, N. J.).
Felix Lowy (Palmolive Co., Milwaukee).
F. C. Adams (Andrew Jergens Co., Cincinnati).

LEGISLATIVE COMMITTEE.

Gilbert Colgate, Chairman (Colgate & Co., New York).
W. A. Bradley, Vice-Chairman (D. R. Bradley & Son, New York).

D. H. McConnell (Calif. Perfume Co., New York).
Edwin Sefton (Harriet Hubbard Ayer, New York).
A. M. Spiehler (Adolph Spiehler, Inc., Rochester).

MEMBERSHIP COMMITTEE.

Jules E. Smucker, Chairman (Metal Package Co., New York).

William Orem (Carr-Lowrey Glass Co., Baltimore).

RESOLUTIONS COMMITTEE.

C. M. Baker, Chairman (Ponds Extract Co., New York).
C. W. Jennings (Jennings Mfg. Co., Grand Rapids).
W. A. McDermid (Parfumerie Lournay, New York).
F. C. Adams (Andrew Jergens Co., Cincinnati).
Warren E. Burns (Morana Incorporated, New York).

ENTERTAINMENT COMMITTEE.

August F. Kammer, Chairman (Carr-Lowrey Glass Co., Baltimore).

W. H. Green (Addison, Litho. Co., New York).

Louis Spencer Levy, Secretary (by invitation) (AMERICAN PERFUMER, New York).

A. Herman Wirz (A. H. Wirz, Inc., Chester, Pa.).

Julian W. Lyon (Julian W. Lyon & Co., New York).

TRANSPORTATION COMMITTEE

F. F. Ingram (F. F. Ingram, Detroit).

J. C. Buck (Smith, Kline & French, Philadelphia).

Willard Ohliger (Frederick Stearns Co., Detroit).

FINANCE COMMITTEE.

Howard Goodrich (Goodrich Drug Co., Omaha).

D. H. McConnell (Calif. Perfume Co., New York).

C. M. Baker (Pond's Extract Co., New York).

PANICS ENDED—WAGES TO DROP.

"The United States has one of the best banking systems in the world and under it I never expect to see another panic," George E. Roberts, vice-president of the National City Bank of New York, declared recently in an address to business men on the credit situation. "The restriction of credit is not responsible for the decline of wheat and cotton. The poverty of the world, the low buying power of Europe and the high exchange rates are the principal factors in the break in these prices.

"Some people have been holding that the new level of prices and of wages was permanent. I do not think so, and I do not want to believe so. The readjustment of salaries and wages has been only partially made. A great many salaried people and wage earners are still losers by the change. Nobody has gained anything by it except at the expense of some one else, and it has thrown the whole social and industrial organization into confusion.

"There will be no sense of security or stability until prices come down, but we want the descent to be gradual."

BOTTLE MFRS. AND STOPPER GRINDERS COMMITTEE.

A. M. Spiehler (Adolph Spiehler, Inc., Rochester, N. Y.).
H. A. Brawner (Swindell Bros., Baltimore).
Frank Wheaton (T. C. Wheaton Co., Millville, N. J.).
Chas. L. Butz (Colgate & Co., New York).
Walter R. Leach (Carr-Lowrey Glass Co., Baltimore).
G. A. Pfeiffer (Richard Hudnut, New York).

BARBERS' SUPPLY DEALERS TO MEET.

The seventeenth annual convention of the Barbers' Supply Dealers' Association of America is scheduled to be held in Cincinnati, November 8 to 11, at the Gibson House. James G. Barry, the president, expects the meeting to be a great success, and as the association has gone ahead under his administration there should be no doubt about the result.

An important feature of the convention will be the exhibition of supplies for the barbering trade. The exhibitors will be numerous, according to Secretary Byrne, and all concerned should be satisfied. In addition to the exhibition trade topics will be discussed and the convention will prove valuable to the members and visitors.

Among the speakers will be John F. Kramer, National Federal Prohibition Enforcement Officer, and Victor Murock, Chairman of the Federal Trade Commission.

Other addresses include: "The Growth of Beauty Shops" by Miss Barbara Burke; "Why It is Necessary to Maintain a Laboratory" by Bernard DeVry; "A Laboratory Talk" by A. L. van Ameringen; "The Question of Solvent in Toilet Preparations" by Harry Goldwag.

NEW YORK CITY'S POPULATION.

The Federal Census Bureau places the population of the City of New York, after a revision of the figures originally announced, as 5,620,048. Manhattan, the oldest and most populous Borough of the City, lost 2 per cent of its population during the last ten years. It indicates the growth of business and industry in the Borough and the transfer of residences to the other Boroughs, particularly Brooklyn.

FINE GROWTH IN FOREIGN TRADE.

Foreign trade figures for the first seven months of 1920 are available. In that period the imports of all dutiable perfumery, cosmetics and toilet preparations amounted to \$3,532,189, as against \$2,492,049 in 1919. The exports are given as follows: 1920, \$5,334,973; 1919, \$4,607,386.

Imports of castile soap were 1,784,831 pounds as against 803,781 pounds in the corresponding period of 1919.

Ground or prepared talc imported in 1920 amounted to 25,260,982 pounds as against 12,758,579 pounds in the seven months of 1919.

Glycerine imports jumped from 987,924 pounds in 1919 to 15,700,632 in the period reported for 1920.

August exports of perfumeries from the port of New York show a gain of about \$76,000 over the previous month, and were as follows: To Belgium, \$145; Denmark, \$21,768; Germany, \$760; Netherlands, \$160; Norway, \$876; Portugal, \$1,808; Spain, \$2,826; Sweden, \$13,701; Turkish Europe, \$443; England, \$42,439; Bermuda, \$370; Costa Rica, \$1,004; Guatemala, \$132; Honduras, \$408; Nicaragua, \$5,420; Panama, \$5,654; Salvador, \$1,755; Mexico, \$7,104; Newfoundland, \$1,213; Barbados, \$11; Jamaica, \$3,555; Trinidad, \$5,201; Old British West Indies, \$1,383; Cuba, \$57,004; Danish West Indies, \$385; Dutch West Indies, \$24; French West Indies, \$407; Haiti, \$2,165; San Domingo, \$6,558; Argentina, \$14,708; Bolivia, \$261; Brazil, \$1,549; Chile, \$4,007; Colombia, \$5,866; Ecuador, \$4,357; British Guiana, \$3,325; Dutch Guiana, \$228; French Guiana, \$78; Peru, \$14,312; Uruguay, \$3,549; Venezuela, \$5,947; China, \$14,592; Kwantung, \$1,442; Korea, \$55; British India, \$14,250; Straits Settlements, \$2,134; British East Indies, \$333; Dutch East Indies, \$2,603; Hong Kong, \$30,593; Japan, \$1,593; Siam, \$160; Turkish Asia, \$663; Australia, \$28,922; New Zealand, \$5,673; Other Oceania, \$200; Philippine Islands, \$101,919; British West Africa, \$1,844; British South Africa, \$4,630; British East Africa, \$58; Canary Islands, \$648; Liberia, \$80; Port Af, \$810; Egypt, \$3,376; total, \$489,426.

The month's toilet soap exports from New York were \$27,433, other soap being \$388,284. Details for the entire country will be found in our SOAP SECTION.

ON EXPORTS TO AUSTRALIA.

Mr. Joseph Kane, one of our subscribers in Sydney, calls the attention of American manufacturers and others who ship goods to Australia to an important matter in connection with carrying on this trade satisfactorily. He says:

"All manufacturers sending goods to Australia are required to make a declaration, printed on the back of the invoice, stating that the prices charged on the invoice are the home consumption value rates in America. It is vitally necessary to the importer at the Australia end to have this done, because if the invoices do not bear this declaration, the goods are subject to a further 20 per cent duty on the original duty. The neglect of American manufacturers to comply with this requirement has already cost me a considerable sum, and others also have suffered.

"If you will take notice of this matter you might not only save money for importers at this end, but also improve the relations between buyer and seller, as it certainly does not improve one's temper to be called upon to pay 20 per cent additional duty simply through the failure of the exporters to understand conditions at our end."

OUR ADVERTISERS

DAVID BERG INDUSTRIAL ALCOHOL CO.,
Independent Distillers of Ethyl Alcohol, Cologne
Spirits and Denatured Alcohol.

DELAWARE AVENUE AND TASKER STREET
PHILADELPHIA, U. S. A.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,
14 Cliff street, New York.

Gentlemen: Our company finds your publication, THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, the only single medium by means of which it can keep its name before the entire perfumery and essential oil trade. Furthermore, we are planning, for publication in our page of THE AMERICAN PERFUMER, a series of reports on our raw material and manufacturing facilities which will show the trade our excellent position to give them a reliable supply of neutral alcohol. We are sure that any other manufacturers of requisites for the perfumery and essential oil trade will find your paper equally valuable.

Yours very truly,

DAVID BERG INDUSTRIAL ALCOHOL COMPANY,
W. J. LEHMAN, Supt.

Mr. Kane encloses a copy of the form of declaration as approved by the Comptroller-General of Australia and it may be seen at this office by any of our readers who are doing business with Australia.

CHEMISTS' CLUB BUYS PROPERTY.

The Chemists' Club, at 52 East 41st street, this city, has voted to purchase the property next door to its present location. Two meetings of the club were held to discuss the matter, and while the sentiment to purchase was not unanimous, enough members showed that they were in favor of taking over the real estate to justify it. Twenty-nine members at last meeting subscribed \$30,850, the individual amounts running all the way from \$50 to \$10,000. Subscription blanks have been sent to all the members to contribute to the purchase.

NEW TUNNEL TO LINK TWO STATES.

The New York State Bridge and Tunnel Commission and the New Jersey Interstate Bridge and Tunnel Commission participated in the ceremony of breaking ground for the Vehicular Tunnel between New York and New Jersey. It took place Columbus Day, at Canal and Washington streets, in the Borough of Manhattan. The tunnel is to be a double tube large enough for vehicles.

LIMIT ON FILING EXPRESS CLAIMS.

Under a recent ruling of the Interstate Commerce Commission it is held that claims for loss or damage of express shipments must be made within two years. Claims for express losses are now handled exactly in the same manner as are those of freight.

Finds Much of Interest and Profit.

(From Doane Hage, New York Representative, Arthur Colton Company, Detroit, Mich.)

Permit me to state that I enjoy your journal very much and find many things of interest as well as profit to me. I wish you continued success.

DRY LAW AND PRICE GUARANTY HEARINGS AT WASHINGTON

WASHINGTON, Oct. 18.—The Flavoring Extract Manufacturers' Association was in evidence in the National capital during the month and some of its officials were in conference with the Federal Prohibition authorities.

First a committee consisting of Frank L. Beggs, chairman of the association's Scientific Research Committee; Dr. F. M. Boyles, of McCormick & Co., Baltimore; Dr. B. H. Smith, of Garrett & Co., Brooklyn; R. H. Bond, chairman of the Legislative Committee and Thomas E. Lannen, general counsel, called by appointment and presented a copy of the recent report made by the Research Committee on the alcoholic content of flavoring extracts as read at the Springfield convention of the association.

This report was very warmly received by the prohibition officials, particularly by the chemists of the department. The officials approved in the highest terms of praise the work that had been done by the committee. They stated that it would be of tremendous help to them. They said they had contemplated doing the same kind of work, but never had been able to get to it. They promised, however, to confirm the work of the committee by experiments of their own, using the report of the committee as the basis of the work.

The officials stated that the Association had done extremely well, but that it was necessary to go further and do some work along the same lines in the field of imitation extracts. The officials agreed that the field of imitation extracts is so broad that it is very hard to tell where to start and where to finish, but expressed the hope that the association would do some work in that field and said that they also would endeavor to do some work along the same lines.

WOULD PROHIBIT SALE OF JAMAICA GINGER.

The committee learned from those officials that the National Prohibition Commissioner contemplated sending out a regulation absolutely prohibiting the manufacture or sale (after a certain time to be named) of tincture of ginger (U. S. P.), and permitting to be sold in its stead nothing but fluid extract of ginger—five times the strength of the tincture.

Prohibition Commissioner Kramer was called into the conference and he stated in as emphatic terms as he could that the manufacture and sale of U. S. P. tincture of ginger would positively have to cease, as he had become convinced from evidence submitted to him of its widespread use for beverage purposes that the product was a product fit for beverage purposes and therefore would have to be classed as an intoxicating liquor.

The committee persuaded Commissioner Kramer to hold the matter in abeyance until after the meeting of the Executive Committee, which was held recently at Atlantic City. Three suggestions for making the product undrinkable were made by the committee. Two of these were rejected at once, but the committee was told that the officials believed the third contained the essence of a practical suggestion and would be submitted to the National Prohibition Commissioner.

The suggestion follows:—

"That a regulation be issued providing that from and after 90 days from the date of the issuance of the regulation the product now known as U. S. P. tincture of ginger shall not be permitted to be sold unless the contents of ginger extractives shall be double the content of the same now prescribed by the U. S. P."

In suggesting the doubling of the strength of the prod-

uct the Flavoring Extract Manufacturers' Association believed that the danger of its use as a beverage could be removed and at the same time its value as a medicine would not be lessened. The public has been accustomed to using the preparation of a strength provided for tincture in the U. S. P., and the association believes that any extreme variation from that strength such as that of fluid extract of ginger would unquestionably bring about grave dangers and injuries from its use. It would be impossible to make many people understand that the strength of the product had been changed, for many people do not read labels, especially small ones and on preparations with which they think they are familiar.

Charles D. Joyce, president of the Flavoring Manufacturers' Association, has made the following statement:

"The officials of this association feel that so far as the prohibition of the sale of tincture of ginger is concerned it would, in the minds of many of the members of this association at least, be a calamity; but another serious feature of the situation is that if the manufacture and sale of U. S. P. tincture of ginger is entirely prohibited, even though of double strength, such action will simply open the door for the absolute prohibition of the manufacture and sale of other extracts. Once the precedent has been established the next step may be to prohibit the sale of lemon extract, then vanilla extract, etc. Hence it is of the utmost importance that the precedent be not established; and certainly if it can be avoided being established by doubling the standard of the product our officials feel that a good work has been accomplished, the great value of which it is practically impossible to estimate.

"Of course it should be understood by our members that the suggestion as to doubling the strength of the tincture means that ginger extractives only are to be doubled—the amount of alcohol remaining the same as at present. In other words, the suggestion is to make the product twice as hot as it is at present."

PROHIBITION LAW PENALTIES AND PERMITS.

Commissioner of Internal Revenue William M. Williams, in considering double taxes and penalties to be imposed upon brewers for violating the Volstead Act, stated that his attitude is based not only on what he believes necessary action for a proper enforcement of the law, but also upon the fact that the honest manufacturer is entitled to the full protection of the law.

Prohibition Commissioner Kramer has been asked if he issued "a sweeping order divesting all regional enforcement officials of the power to issue permits," and that if he did issue such order whether it covered "all permits." Mr. Kramer replied that he has not issued any such order; that he is at a loss to understand how any such report could have been made unless the fact that all applications for renewals of permits to do business either as wholesale dealers in intoxicating liquors for non-beverage purposes or as manufacturers, all of which permits expire under the law on December 31, 1920, will be sent to Washington as heretofore. The permits above mentioned relate solely to doing business and have no application to withdrawals from bonded warehouses.

Effective October 15 the work heretofore assigned to the division of technology, Prohibition Unit, was subdivided and is now administered by two divisions known as the Permit Division and the Industrial Alcohol and Chemical Division. The title "Division of Technology" is discontinued.

Dr. A. B. Adams, former head of the division of technology, is head of the Permit Division. J. M. Doran, assistant head of the division of technology, is appointed head of the Industrial Alcohol and Chemical Division. The change is made necessary by the increase in the work devolving upon the division of technology. The Permit Division will examine and pass upon applications for the manufacture of alcoholic products; determine all non-beverage uses of intoxicating liquors and limitations of such uses; fix standards for manufactured articles con-

(Continued on page 305)

PREPARATIONS FOR THE HAIR

By DR. F. A. MARSEK

Continued from page 251, September, 1920)

A preparation very similar to bandoline in every respect except the name is the so-called hair curling preparation. The name should indicate that this product is intended for curling the hair and that the mere application of it will produce this result. However, this is not quite so. The curling must be done by mechanical means and the preparation serves merely to preserve these curls.

The composition of such a preparation is practically the same as that of bandoline. A mucilage made from either gum tragacanth, gum arabic or India gum is perfumed and the hair curling preparation is complete. Analysis of most of the hair curling preparations on the market show no other constituents than those above mentioned, besides some alcohol and preservative. In general the description of the manufacture of bandoline just mentioned also is true of the hair curling preparation and therefore it would be superfluous to repeat it.

Only one variation in the composition may find consideration here and that is the use of French gelatine for the manufacture of hair curling liquids. This product may be used in addition to one or more of the above mentioned gums, or it may be used alone. The latter course, however, is not advisable and the use of gelatine in combination with gums, in my estimation, does not improve the preparation to any remarkable extent.

In very few instances I have found also that dextrin was used for this type of product.

The procedure of application is very simple and more or less explains itself from the composition of the product. The hair is moistened with the liquid and before the hair has a chance to dry is put up on hair curlers. The preparation having a tendency to make the hair stiff after it becomes dry will through this property keep it curled after the curlers are removed. In this lies the entire secret of these preparations.

The author is of the opinion that alcohol should be omitted, or at least employed only to the very slightest extent. The reason for this is that the more alcohol is used in the manufacture of the hair curling liquid the quicker it will dry out; however, the procedure of winding the hair around curlers sometimes consumes a good deal of time, so milady will prefer to have the preparation of such composition that it will not dry out before the rather tedious procedure is completed.

If the composition of this preparation is taken into consideration it becomes self-evident that these curls will not stand up in moisture, that is, if the hair is exposed to dampness the mucilage which has stiffened in the dry air will soften and lose its property of keeping the curls in shape.

The next preparation belonging to the group of hair cosmetics is hair oil. The purpose is, I believe, self-evident and does not need further discussion. As to the composition, almost any and every oil is used for the purpose. A few of them and at the same time the most frequently used ones are olive oil, castor oil, sesame oil, peach kernel oil and mineral oil. Olive oil no doubt is the best as far as the therapeutic standpoint is concerned. The next would

be peach kernel oil, which has excellent absorbing qualities and thus will penetrate to the roots of the hair, more so than any of the other oils. This is a great advantage, as the hair itself does not need the oil except for fixing purposes, while the roots derive actual benefit from a fatty application, provided the scalp itself is not naturally excessively greasy, in which case, of course, the use of hair oils in general is superfluous.

It is not necessary to use one of these oils only, but a mixture of two or more of them may serve. In the case of castor oil this is even necessary on account of the stickiness of the oil. Regardless of this fact one can find numerous hair oils on the market which are pure castor oil. The least suitable oil of those mentioned above is mineral oil, although it is the very oil which is mostly used in the modern manufacture of hair oils. This doubtlessly is due to the price of this oil compared with the others and perhaps to a great extent to the fact that many manufacturers consider hair oils only as a cosmetic which is merely intended to keep the hair in its place. This supposition, however, is not quite correct. The original purpose of hair oil was to give to the hair the necessary amount of fat of which it is deprived through the use of soaps in washing the hair. The original purpose should be borne in mind when a product of this kind is to be placed on the market. Mineral oils, however, do not have penetrating properties to any extent, so that in using them alone the very purpose of the preparation is defeated.

As far as the perfume of hair oils is concerned the imagination of the perfumer finds here an extensive field. Almost any odor may be used as hair oil perfume. However, one point which is very important in selecting an odor and determining the quantity of the perfume oils to be used is very frequently overlooked or judged wrongly. It is a fact that a hair oil perfumed either too strongly, or with too heavy an odor, will make the impression of a cheap product rather than of a high class preparation. In this connection one should always bear in mind that volatile oils will be made more lasting, to a greater or lesser extent, if incorporated in fixed oils. Therefore the odor of the hair oil will adhere to the hair for a very long time and thus might become offensive to the person using it unless the perfume is of very delicate character and faint. Consequently the fact becomes evident that bouquet odors are far less suitable than delicate flower odors, although a light bouquet odor will answer very well for the perfuming of hair oils. However, there is one point which might well be taken into consideration, viz., that for some reason or other the public is inclined to give preference to heavy bouquet odors, more or less of the oriental type, than to light and flowery bouquet odors, while on the other hand there is seldom any objection raised to a real delicate flower odor. Thus the reproduction of the fragrance of flowers might be considered as a more suitable perfume for hair oils than bouquet odors of no distinctive flower character.

As to the color of hair oils the variety is rather large, as is evident in observing the products on the market. What reason there might be to make a hair oil green or pink is beyond my understanding and I do not venture to explain it, but it is found, not very seldom, especially in

European or southern countries rather than in America. On the other hand to leave a hair oil entirely untinted is, I believe, almost the same mistake. The natural color of the raw materials used is usually not of a very attractive shade, especially if mineral oil is used as part or entire base. No doubt a golden yellow, bright brown or auburn shade is the most attractive coloring to employ.

About the process of manufacture there is little to say. If more than one oil is employed they merely have to be mixed together. The color might be dissolved to advantage in a small portion of the oil which has been heated slightly so as to assure an easier and thorough solubility. In stating this I have reference, of course, to oil soluble aniline dyes which are to-day mostly used. In general, however, the same process may be employed if vegetable or other coloring matters are used.

The perfume may be incorporated by merely mixing the essential oils and eventually synthetics with the fixed oil base. All alcohol, of course, must be omitted. The mixing of these perfume oils with the fixed oils, however, usually will produce a slight cloudiness or at least will take away the brilliancy of the preparation. This may be overcome by allowing the mixture to stand for a few weeks and then filtering it through an ordinary paper filter. This, as a rule, will take all the cloudiness out of the product, while a sufficient time is given to the fixed oils to take up the odor and hold it in solution.

We finally come to speak of those preparations which are intended to change the physical appearance of the hair, namely, hair restorers and hair dyes. The distinction between the two is in their action. The first is a gradually working product, while the second is a preparation having an instantaneous effect.

As the name would indicate the hair restorer should restore the hair to its original color, or in other words, hair which has become gray or white should be brought back to its original shade. However, it does not do it always in the proper sense of the word. For instance, it would be quite a difficult thing to restore light or golden blond hair to the same color which it used to be. In fact the preparation deserves its name only when it is to be used for dark hair, and if it does restore the hair to its original dark color it does not accomplish this by removing the cause for the discoloration of the hair but it actually dyes the hair. The only difference between a hair dye and a hair restorer, therefore, as already indicated, is in the fact that the one dyes it instantaneously while the other does the work slowly and with repeated applications. Nevertheless, both are dyes in the correct sense of the word.

As far as their therapeutic action upon the hair is concerned in both cases we might look upon it with suspicion. It never does give the hair any benefit and generally harms it to a not inconsiderable extent, even if this effect does not appear immediately, or a short time after the use of the preparation. And still further, if the user of either hair dyes or hair restorers will get away with the damage done to the hair he might consider himself lucky. Only too frequently the health in general is endangered through the use of various such preparations, which in most cases contain poisonous metals in various forms.

(To be continued.)

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

A COURSE IN COSMETICS AND PERFUMES.

(Continued from page 287)

course will be of advantage to pharmacists, all of whom sell perfumes and cosmetics, and many of whom manufacture one or more preparations of this type.

In planning the course it was my aim to treat the subject comprehensively, strictly from a scientific point of view, yet in language as simple and nontechnical as possible. Deciding upon the practical exercises, it seemed advisable to propose the manufacture of simple preparations representative of the subject under discussion.

After the lecture an hour or more is devoted to some practical work. Students who do not desire academic credit for the course, need not carry out the experiments unless they desire to do so.

During the session 1920-1921 the course will be given on Tuesday evening of each week, at 8 o'clock. Students may register up to November 9, 1920, for the first semester. Those interested may communicate with the Registrar of the College of Pharmacy, 115 West 68th street, New York, or with the writer, for any further information desired.

The support of all interested persons is cordially solicited, and suggestions are invited, so that the new course of instruction may become one of real benefit to the community as a whole as well as to individuals.

AROMATIC ALCOHOLS.

Béhal has published recently a résumé of the isolation and identification of alcohols in general, in the course of which he calls attention to the difficulty in obtaining many alcohols in an absolutely pure condition. He has succeeded in obtaining a specimen of pure nerol, by the saponification of its allophanate, which results from the action of organic acid on the alcohol. Pure nerol has the following characters:—Boiling point at 17 mm., 115-117°; specific gravity at 15°, 0.881; refractive index at 15°, 1.47539; optical rotation (100 mm.), $\pm 0^\circ$. Béhal points out that linalol behaves quite differently in various ways, from other alcohols. The action of organic acid causes heat to be developed, followed by the solidification of the mass. On treating this mass with ether, a viscous product is removed, and there remains behind a solid product, which consists entirely of unaltered cyanic acid. Linalol, therefore, does not yield a crystalline allophanate like other tertiary alcohols. To explain this fact, Béhal suggests that linalol is not an alcohol at all, but an oxide.

AUSTRALIAN SANDALWOOD OIL

It has been found that a marked chemical difference exists between the oil derived from Western Australian sandalwood and that obtained from Indian sandalwood. Recent research shows that the oil from the West Australian tree does not contain santalol, but a nearly related chemical compound. Medical practitioners who have used the Australian oil consider that it is quite equal to the true sandalwood oil without possessing the deleterious effects of the latter. The Western Australian Committee of the Institute of Science and Industry has referred the matter to the Institute with a view to having complete tests made as to the chemical and therapeutic properties of the oil, in order that action might be taken to have the Australian product inserted in the British Pharmacopœia.—*Science and Industry*.

BABSON REVIEWS TRADE OUTLOOK FOR WINTER

Roger W. Babson, the noted statistician and expert, in his current commercial outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

"Fair Business this Winter.—For many months we have pointed out the unsound condition of business, thus preparing our readers for the drop in prices and trade which has occurred. Business has started on a long period of contraction and liquidation which may last for the next five years or more with intermittent rallies. Perhaps the best idea of the period we expect can be had from the trend of prices after the Civil War. While the trend of commodity prices from 1865 to 1878 was generally downward, various rallies occurred which lasted for months at a time. Looking over the long period these rallies were not important, but at the time they were very important. During the coming years we expect a general downward trend similar to that following the Civil War. Merchants should clearly understand this probable trend and shape their plans accordingly. On the other hand, there is no occasion to become panic-stricken! A year ago most people were highly optimistic. Now they are scared to death just because a necessary and inevitable fall in prices has taken place. The second attitude is quite as dangerous as the first.

"During this winter we expect fair trade conditions. While prices are lower than they were a few months ago, they are good compared with years previous to 1919, and much higher than in 1914. The amount of trade in terms of dollars is less than a year ago, as indicated by bank clearings, but it is still much larger than in other previous years. Employment has fallen off compared with last year, but there are 20% more workers employed in factories of New York State today than there were in 1914. As long as employment is fairly well maintained, there will be a fair demand for goods. Christmas trade should be good compared with any but last year's figures. Buying will tend principally to necessities and to labor-saving devices. So-called luxuries will be less in demand. On the whole, however, Christmas business should be generally satisfactory.

"The elections will have considerable effect on business sentiment. Business men, rightly or wrongly, have come to feel that a Republican election will be highly favorable to their interests. If, therefore, a Republican administration is elected, it should have an influence in temporarily stimulating wholesale buying. By the same reasoning, a Democratic election would be considered unfavorable to business sentiment and would temporarily check business until it became apparent what policies would be adopted. The tariff is a very important issue. If higher tariffs are established they will, for the time, reduce foreign competition and stimulate home production. In view of the financial condition of Europe, however, it is clear that such a course would likewise cut down exports of United States goods, with the result that while certain lines would be benefited, those which have depended upon foreign buying would be curtailed. Business men, therefore, in studying the election prospects, should bear this fact in mind.

"Taken as a whole, we feel that the coming winter will offer opportunities for the concern which is resourceful and which is prepared for the present trend of conditions. This period demands a reversal of the old 'order-taking'

practices of the last five years. Real salesmanship is needed now. Certain sections of the country are less hurt by the price reductions than others. Concentrate your sales campaigns in these. At present the farmers in the Middle-West and South are feeling very blue over the drop in prices, but in a few months they will have the money for their crops and will forget the profits they had hoped to make. Moreover, in the lines of industry in which very radical price declines have already occurred, we may expect substantial rallies. For example, the coming months should bring better business in silk and wool. Commodities, however, which have not been liquidated, will in their turn decline.

"European exchange rates should tend upward. Autumn crop bills are being absorbed and the usual seasonal trend from November on is for higher levels in rates of all European exchange. Domestic money rates should be somewhat easier, especially after the turn of the year. These factors are all favorable and will help to brighten the outlook for business. We have emphasized these favorable factors in order that you will not make the common mistake of thinking that business will come to a standstill just because of some contraction in commodity prices. We have entered a long period of deflation which, from a fundamental standpoint, is a healthy development. Our advice to merchants is that they shape their policies to fit these new conditions. Those who can do this will find plenty of opportunities to make money, especially during the next twelve months.

"Building Costs Too High.—We look for a reduction in the cost of building during the next six months. We realize that this is not the opinion of the trade, but there are certain important factors which lead us to this conclusion. Refer to the chart at the foot of the page. During the last six years the prices of principal building materials have advanced on an average of nearly 160%. One-half of this increase has come during the last fifteen months. Wages in the building trades (averaged over the whole country) since 1914 increased about 80%. The result is that building today costs on an average of 100% to 150% more than in pre-war times."

THE PRICE PERPLEXITY.

(Continued from next page)

labor, fuel, transport and related essentials to production and delivery. To those producers who have breasted these trying times and spared no effort to stay the mad rush of prices run amuck, whole-hearted credit should be given. That their efforts in behalf of buyers have not been wholly availing is due to the limitations of human ingenuity and not to any trace of conscious complaisance. The worst has happened, I believe. Next season, let us wish, will witness a restoration of the age of reason in the price of flower essences and all the elements which go into the making of them. Plans are moving apace for very extensive augmentation of flower culture. That means reconstruction and reconstruction spells sanity and progress along logical and enlightened lines.—*Ungerer's Bulletin.*

"Finest Trade Journal."

(From F. W. Johnston, 311 Jarvis St., Toronto, Ont.)

THE PERFUMER is the finest trade journal I see.

THE PRICE PERPLEXITY.

By W. G. UNGERER, NEW YORK

Even to that house whose policy is established upon constructive optimism there come times when indisputable facts, however disagreeable, must be confronted, recognized and calmly discussed. Such a situation presents itself in connection with recent progressive and, to many, disturbing advances in the price of natural perfume products of Grasse.

During my extended stay this year at Grasse my observation and judgment led me clearly to apprehend what turn events were about to take. In my desire to avoid the role of a prophet of evil and influenced by a slim hope that in this instance affairs might shape themselves more agreeably than the symptoms seemed to me to promise, I have refrained up to this point from discussion which, to be frank, must assume a pessimistic tone. But as the situation has developed matters have grown worse instead of better and the necessity is now present for a plain exposition of facts as they are.

With pure Neroli oil selling at \$600.00 to \$630.00 a pound, with pure volatile-solvent-process essence Jasmin fetching \$850.00 to \$900.00 a pound, with Tuberose at \$750.00 to \$800.00, Rose at \$225.00 to \$250.00, Orange at \$600.00 to \$675.00 and other important flower essences established at similarly fantastic figures, it is not strange that American buyers should seek about for the underlying causes leading to this extraordinary condition.

The current high price levels are ascribable to one fundamental cause and to several collateral influences. The fundamental cause is the unthinkingly high prices demanded and received by the flower growers of Grasse.

It is true that in the case of some flowers, Orange blossoms as an example, the season has been notable for the scarcity of blossoms and paucity of yield. It is equally true that peasant women in high-heeled American shoes in place of the traditional sabot are not a downward influence in labor costs as they affect the grower, but it is candidly my view that the exorbitant prices of flowers have not been justified by the increased costs at the source of primary materials.

It is unhappily true that the upward movement frankly fostered by several groups of growers was energized and accelerated by a well-defined tendency among certain manufacturers to encourage this upward movement when by a different attitude they could very easily have restrained it within sane limits. The untiring efforts of our associates of Grasse and others were hampered and in a large measure rendered ineffective by the growers' desire for greater profits and the less comprehensible tactics of those buyers who, for motives of their own, openly lent themselves to the upward price movement.

Take the case of Orange blossoms which opened at the asked price of Frs. 6.50 and which were bid up to Frs. 8., thence proceeding, to the surprise of all discreet bidders, to Frs. 10.60 the kilo. Right there is the primary influence to which may be traced the quotation of Oil Neroli at \$600.00 to \$630.00 a pound in the ultimate market.

Take the case of Jasmin. Flowers which last year brought Frs. 7.50 a kilo attained this year Frs. 25. Tuberoses, which last year cost Frs. 12., soared this year to Frs. 35 per kilo. Buyers will be astonished to learn that the erratic bidding of the houses above referred to led to an asked price of Frs. 50. for Tuberoses. In this par-

ticular case the energetic resistance of our associates in Grasse was effective in holding the price down to Frs. 35.

I might go on to discuss other products at great length but will content myself with these few instances which to my own first hand and precise knowledge are typical of the grotesque performance which was staged this year in Grasse. Last season's prices for floral products attained the highest level ever reached in the history of the flower industry and it was the general hope that prices for 1920 would not materially transcend those record-breaking figures. That those hopes were disappointed was due only incidentally to natural causes and in the main to the ill-advised actions of powerful groupings of growers and disgruntled and misguided bidders. While at Grasse, where I sojourned for several months in the hope and wish that I might be so fortunate as to exercise some small influence upon events which were even then casting their shadow before, I had many conversations with representatives of the most influential groups of growers. I took the liberty of pointing out to these individuals and groups that they were playing with fire and that even from the viewpoint of enlightened selfishness it was incumbent upon them to subordinate immediate excessive profits to the continued future welfare of the industry.

In these conversations I attempted to make the point that while the growers enjoyed the temporary control of affairs that situation might at any time be reversed and leave them in an unfortunate plight from which they might not be able soon to extricate themselves. There is a limit to the prices that consumers will pay for a finished article and a limit to the price that the perfumer feels justified in accepting.

I made the point, and I dare make it again here, that a manufacturer who once discards a particular floral product in favor of a substitute rarely, if ever, can be persuaded to resume the use of the discontinued floral product provided that he has attained measurable success with the new formula.

It is nothing short of industrial suicide for flower growers to exact such exorbitant and thoroughly unreasonable prices. For by doing so they are, like Frankenstein, creating a monster to destroy themselves. So far they may go with impunity and no farther. It is to be hoped that they realize they have reached the uttermost limits in their taxing of human patience and that to go farther would be to lend an impetus to the development of synthetic perfume chemistry which no human power could ever undo.

No floral product is indispensable. The ultimate purpose of a perfume is to please and in the absence of the natural product at practicable prices, the resourceful perfumer will speedily employ a substitute to serve the purpose with complete satisfaction to his market. He is already doing so and in a manner which Grasse may study with solicitude and benefit.

These remarks are written in a full understanding of the growers' side of the case. That their expenses are greater no one would wish to deny. But that their increased costs have been such as to justify the price extremes to which they have lent themselves is not the fact.

Among the collateral factors in the advance of prices on floral products must be included increased costs of

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INTERVIEW ON FRENCH CONDITIONS.

Mr. Pierre S. Cunisset, vice-president of Antoine Chiris Co., New York, and a member of the firm in Paris and Grasse, arrived in New York on October 3, on the *France*, and expects to remain here until about November 1. In discussing the French conditions with the Editor Mr. Cunisset said in part:

"France is gradually and surely recovering from the damages incurred by the war, and her merchants and manufacturers are, and have been, hoping for a more favorable exchange between the United States and France so that they can purchase more goods manufactured in the United States. The people of France have watched the various political controversies of the United States with interest, and in some cases they have, no doubt, ventured to publicly give an opinion for or against your decisions, but this only shows the deep interest that France has in the United States, and that underneath any opinion lies the confidence that France will maintain your friendship regardless of the unfounded gossip to the contrary.

"The people of France as one will continue to be a debtor to the United States for her unselfish sacrifices during the war and the little white crosses at Romagne and elsewhere will be a reminder to the next generation of the supreme sacrifices made by your country to mark a step in the further advancement of civilization.

"It is possibly needless for me to give an opinion as to the flower crops of the South of France. Your periodicals have unquestionably given the views of so many before, that whatever I might say might add confusion to a condition that at present is much confused. My firm welcomes the investigation made by our Government as to the excess prices asked by the manufacturers. Surely our one hundred and fifty-two years of producing in Grasse makes us anxious to maintain the old industry there, and we know that these exorbitant prices for the flowers will result in one of two things, that in two or three years there will be an over production, or that the high prices will kill the natural perfume industry there.

"Of course, one must take into consideration that the labor conditions throughout the world have been unsettled, that the demands for extreme wages by labor, plus the shortening of working hours have naturally had their effect on the price of finished products. France is no exception to this, especially in our industry, where so much labor is required to cultivate and harvest the flowers and to manufacture the essences; and again the shortage of coal in my country has advanced the price since the war to a figure that would astound the American manufacturer. All of this quite naturally would mean a much higher cost of production.

"Admitting the justice of this, however, the truth remains that these prices, both for the floral products and lavender, etc., have been unnecessarily raised to a prohibitive figure by unfair methods, the results of which have been just as much to the disapproval of the legitimate manufacturers of these products, as they have been to the consuming perfumers of the world.

"There is a point that the manufacturing perfumers of the United States should consider, and that is that the French manufacturers have been led to believe by representatives of certain American houses in France that the demand for natural perfumes in the United States was

enormous, and that the perfumers of the United States were compelled to increase their requirements for 1920 considerably. This in itself had the wrong effect, and has in some way encouraged the general opinion that manufacturers of floral products could get from the perfumers any price that they could ask.

"My particular advice to the American perfumers and consumers generally of the products of the south of France, is to withhold purchasing as much as possible so as not to encourage these conditions, and we are sure that if such is done it will give to the industry a lesson that will not only be a benefit to the perfumers of the world, but will be a decided benefit to that industry in the south of my country that occupies an important place in French industry as a whole."

A COURSE IN COSMETICS AND PERFUMES.

By CURT P. WIMMER, A. M., Phar. D.

When the announcement of the inauguration of a course of instruction in the composition and manufacture of cosmetics and perfumes was made, a large number of inquiries came to me.

First of all, why did I inaugurate and why do I offer such a course? The answer, it seems to me, is a very simple one: Because I realized that both a necessity and a demand for such instruction existed.

My position as Associate Professor of Pharmacy in the School of Pharmacy of Columbia University requires the planning and supervising of manufacturing operations. Lotions, mixtures, ointments, solutions, creams, etc., of various kinds are prepared in our laboratory. In the course of my work many inquiries have been directed to me both by my students and by outsiders as to the composition and manufacture of various cosmetics, as to their efficacy, and as to other phases of such preparations. Such inquiries, together with the observation that the subject of cosmetics and, especially, that of perfumes, is ever widening in scope and that its importance in our economic life is steadily increasing, convinced me that a systematic course of instruction in the subject would not only be a benefit but, indeed, a necessity. I felt also that a greater interest in the general subject matter of cosmetics would be created and that both manufacturer and consumer could be served.

It is my expectation that the course will appeal primarily to those actually engaged in the manufacture of cosmetics and to those who intend going into, or becoming connected with, some line of the business. While, no doubt, men who manufacture cosmetics know more about their own particular line than any one else does, a review of the subject in the light of scientific discussion will be of interest to many, a novelty for some, certainly a benefit to all.

Employees in cosmetics or perfume manufacturing establishments, by attending a systematic course of instruction along the lines of their daily tasks, will profit as well. Their increased knowledge and widened horizon will certainly enhance their value to their employers and to themselves.

Salesmen can but profit by a more thorough knowledge of the composition and action of the wares they sell. The

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OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President Joyce, Attorney Lannen and other officers of the Flavoring Extract Manufacturers' Association have been very busy during the month just ending. Four circulars have been issued to the members, some of the committee-men have been to Washington and there was a meeting of the Executive Committee at Atlantic City.

Circular No. 104 was an important notice to flavoring extract manufacturers in relation to the renewal of permits for the use of alcohol in their business. A conference was held with the Prohibition Commissioner at Washington on the subject. The circular is too long to reprint here. It went to all members.

Circular No. 105 gave full details of the controversy over stopping the manufacture of Jamaica ginger. An account of the meeting is given briefly in our regular Washington Correspondence on page 282.

Circular No. 106 gives a report of the meeting of the Executive Committee at Atlantic City on July 17. It was decided not to employ a paid secretary at this time.

Mr. L. K. Talmadge, who has been re-elected secretary, temporarily at his own request, because it was absolutely impossible for him to continue to serve, pressed his resignation, which was accepted very reluctantly and with high praise for his splendid service to the association. Mr. Gordon M. Day, of Milwaukee, who previously had held the office with distinction, consented to take it again and he was elected to fill the vacancy. On account of Mr. Day's election as secretary it became necessary to appoint a new chairman of the Membership Committee and Mr. Robert E. Heekin was made chairman. Much other business was transacted by the committee.

Circular No. 107 relates to the visit of the committee to Washington for a conference with the Prohibition authorities on the alcoholic content of flavoring extracts. This is treated in our Washington Correspondence.

Publication of the Minutes of the Springfield convention is considerably advanced and the copies should be ready for distribution before long.

RECENT LEGAL CHEMISTRY OF FLAVORING EXTRACTS.

By R. O. BROOKS, B. Sc., Consulting Food & Drug Chemist, 191 Franklin St., N. Y. City (formerly State Chemist, N. J. and Pa.)

During the four years which "civilized" Europe devoted to slaughtering human beings, and in which the United States was ultimately forced to take a part, the advances in the legal chemistry of food and drug inspection were slight and as yet the research work on new methods is very backward, particularly as concerns flavoring extracts.

Most of our national work on this subject has been

under the auspices of the Association of Official Agricultural Chemists (more appropriately Official Analytical Chemists) and, up to date, the proceedings of the 1916 convention only are available.

Prohibition regulations have necessitated some studies but nothing has been published as yet. On the 1916 convention proceedings special effort was made to get the methods (official and provisional) into best possible form of revision for inclusion in the new book of methods (now being published) and numerous slight changes, of no public or trade interest, were made.

It was recommended also that details for the analysis of imitation extracts containing high proportions of vanillin and coumarin (such as called for in the National Formulary product now required under prohibition regulations) be studied; and also the desirability of making a preliminary qualitative test for coumarin, with the view of shortening the procedure, if coumarin be absent.

The advisability of retaining, eliminating or changing the title "Detection of Vanilla Resins" was suggested for study, also the applicability of the method of estimating alcohol in lemon and orange extracts, from the specific gravity, oil content and specific gravity of the oil.

Of special interest was a recommendation to study the advantages of Albright's method for citral in lemon or orange oils as compared with Kleber's method, and methods for the estimation of benzoic acid resulting from the oxidation of benzaldehyde in almond extract, as suggested by the writer years ago. To this may well be added a study of the oxidation of citral (geranial) to geranic acid (and esters) in terpenless products where emulsifying processes (as in "tube" flavors) have incorporated air among finely divided oil globules. Similar to the benzoic acid formation in almond extract would be also the oxidation of cinnamic aldehyde to cinnamic acid in cassia or cinnamon extracts.

The legal chemistry of flavoring extracts has made considerable headway in fifteen years, during which we have tried to keep the trade informed in the columns of this journal, but much more remains to be done, especially in view of new products due to prohibition conditions.

SODA WATER FLAVORS MANUFACTURERS.

G. J. Hurty, of Indianapolis, president, and Thomas E. Lannen, of Chicago, secretary and treasurer, announce that arrangements have been completed by the National Manufacturers of Soda Water Flavors for the annual convention to be held in Cincinnati, Ohio, on November 8 and 9, in the Gibson Hotel.

The two days fixed for the convention are the first two days of the week, during which the National Beverage Exposition will be held in Cincinnati, and it is planned to get all of the convention work out of the way before the

Beverage Exposition gets into action. Previously the association usually has been able to dispose of practically all of its work on the first day and evening. This arrangement affords the members an opportunity of attending both the convention and the Beverage Exposition. Members should make reservations at the Gibson Hotel at the earliest possible time as the city will be crowded.

An important circular was sent out September 28 by the officers calling attention to renewal of alcohol permits.

GUADELOUPE'S VANILLA CROP PROSPECTS

Consul John S. Calvert, Guadeloupe, French West Indies, September 15, wrote: Reports from planters and others interested in the business indicate that the output of vanilla during the approaching season will be considerably larger than the 1919-20 crop, although estimates differ as to the extent of the probable increase. They range from 50 to 150 per cent, and are doubtless influenced by the variance in crop conditions in the different vanilla sections. Practically all of the last crop was shipped to the United States, the records of this consulate showing that 37,990 pounds of cured vanilla were so exported.

Exports of Flavoring Extracts.

Exports of flavoring extracts and fruit juices for the first seven months of 1920 amounted to \$798,864, as against \$751,042 in the corresponding period of 1919.

August exports of flavoring extracts from the port of New York were as follows: To Netherlands, \$1,500; England, \$19,618; Scotland, \$11,000; Bermuda, \$414; Costa Rica, \$509; Honduras, \$276; Nicaragua, \$82; Panama, \$1,715; Mexico, \$901; Newfoundland, \$180; Jamaica, \$211; Trinidad, \$57; other British West Indies, \$214; Cuba, \$9,675; Danish West Indies, \$424; Dutch West Indies, \$4; Haiti, \$766; San Domingo, \$1,126; Argentine, \$576; Brazil, \$5,457; Chile, \$53; British Guiana, \$50; Colombia, \$2,842; Peru, \$480; Uruguay, \$145; Venezuela, \$1,031; British Indies, \$56; Japan, \$1,725; Australia, \$1,836; New Zealand, \$2,000; Philippine Islands, \$3,428; British South Africa, \$12,521; total, \$80,872.

Dry Agents Accuse Extract Maker.

The permit of the American Sugar Products Corporation, 12½ Fourth street north, Minneapolis, Minn., to manufacture flavoring extracts was revoked recently by Jessie G. Steenson, State federal prohibition director. Federal agents declared that J. L. Fox, secretary and treasurer, could not give a satisfactory account of how he had used a 49-gallon barrel of alcohol which they had given him permission to buy for use in making flavor extracts. They alleged that some of this alcohol was used to manufacture a "bourbon whiskey flavor," "rye whiskey flavor" and "Cognac brandy flavor" which Fox was charged with manufacturing. Fox was arraigned before Howard S. Abbott, United States commissioner, on the charge of violating the prohibition amendment in the sale of his "flavor." He was released on bond to await action by the federal grand jury.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Dr. Alsberg Heads A. A. D. F. & D. O.

The Association of American Dairy, Food and Drug Officials held its twenty-fourth annual convention at the Jefferson Hotel, St. Louis, Oct. 5-7. About 200 delegates attended. There was the annual address of President Guy G. Frary, of South Dakota. Simplification of the State and national pure food laws were advocated. He proposed the organization of a committee composed equally of food and drug manufacturers and pure food law enforcement officials to make recommendations as to what amendments to existing

laws should be made. The remainder of the address was devoted largely to a recital of the association's fight for a national pure food law which was won in June, 1906. Various interesting addresses were delivered and reports were made.

Dr. Carl L. Alsberg, Chief of the Bureau of Chemistry, Washington, was elected president at the closing session; R. E. Rose, State chemist of Florida, was chosen first vice-president; Thomas Holt, New Haven, Conn., second vice-president; Miss Sarah H. Vance, Lexington, Ky., third vice-president; Cassius Clay, New Orleans, secretary; George J. Weigle, Madison, Wis., treasurer. Members of the Executive Committee: W. L. Frisbee, Lincoln, Neb.; Dr. William Frear, of the State College of Pennsylvania; Prof. L. E. Sayre, dean of the School of Pharmacy, University of Kansas, chairman Committee on Definition and Standards. Miami, Fla., was selected as the next convention city.

Canadian Food Law Amended

Manufacturers planning to export package goods to Canada are advised to make a careful study of the newest amendment to the Dominion's Food and Drug Act. The amendment defines and sets the penalties for misbranding package goods. For the first offense the fine is up to \$200, or imprisonment up to three months, or both, with costs not exceeding \$50; second offenders can get \$300 fine and or six months. Under the act a package is defined as any box, bottle, basket, tin, barrel, case, sack, bag, wrapper or other thing in which any article is placed or put. The amendment follows:

Food shall be deemed to be misbranded within the meaning of this act.—(a) if it is an imitation of, or substitute for, or resembles in a manner likely to deceive, another article of food or drug under the name of which it is sold or offered or exposed for sale and is not plainly and conspicuously labeled so as to indicate its true character; (b) if it is stated to be the product of a country of which it is not truly a product; (c) if it is sold or offered for sale by a name which belongs to another article; (d) if it is so colored or coated or powdered or polished that damage is concealed or if it is made to appear better or of greater value than it really is.

(e) If false or exaggerated claims are made for it upon the label or otherwise.

(f) If in package form, sealed by the manufacturer or producer and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this act provided in terms of weight, measure or number upon the outside of the package; provided that this subsection shall not apply to packages the weight of which including the package and contents is under two ounces; provided also that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under the Meat and Canned Foods act, and provided further that the Governor in Council make regulations deferring the operation of this subsection in whole or in part for such period as he may prescribe, up to the first day of July, 1923.

(g) If sold as a compound, mixture, imitation or substitute, it is not labeled in accordance with the requirements of this act.

(h) If the package containing it, or the label on the package, bears any statement, design or device regarding the ingredients, or the substances contained therein, which statement, design or device is false or misleading in any particular; or,

(i) If the package containing it, or the label on the package, bears the name of an individual or of a company, claiming to be the manufacturer or producer of the article, which individual or company is fictitious or non-existent.

Every article of food which is a compound, mixture, imitation or substitute shall be plainly and correctly labeled as such; and the words "pure" or "genuine" or words equivalent to these terms, shall not be used on the labels or in connection with such articles, and such articles shall be so packed, marked or labeled as not to be likely to deceive any person with respect to their true nature.

SOME ASPECTS OF CHEMICAL RESEARCH IN THE FLAVORING EXTRACT INDUSTRY*

By Melvin DeGroote, Industrial Fellow, Mellon Institute of Industrial Research, Pittsburgh, Pa.

(Continued from page 256, September, 1920.)

As to educational work, there is no need for comment. Every association that is worthy of the name attempts to educate its members and the workers in the industry to realize that there is a right way and a wrong way for every process, and develops the right way as far as it is possible. The following is a quotation from an address by H. E. Barnard before an association of bakers, in regard to the American Institute of Baking, which has been mentioned supra:

"The American Institute of Baking is a definite achievement. It is operating today that is may serve the baker and through him the consumer. It has brought the scientist from his laboratory at the university and placed him in the practical laboratory of the baker. It is teaching the baker that the chemistry of flours, sugars, shortening, the biology of yeast and ferments; the physics of glutes, humidities and temperatures are none the less true science because they are applied in the manufacture of bread rather than in the solution of some abstract problems."

Follow the line of thought for a moment. First, there is the statement that the institute is a definite achievement. It is in existence and ready to function. Secondly, mention is made of the scientist, as an integral part of the institute—in fact, the worker. Next comes the statement as to what it is hoped the institute will accomplish, the first of all there is certain fundamental information,—that is to be obtained and taught to the industry, so that it may serve the baker and through him the consumer.

The importance of the discovery of new materials and methods is obvious. Possibly the most important problem today before the extract industry is the one in regard to the discovery of new material, namely, a substitute for ethyl alcohol. The modification needed in the case of a raw material may be illustrated by a case like the manufacture of a terpeneless oil. The terpeneless oil is simply a raw material modified to meet certain specific requirements, which are not met by the original oil.

New methods of furnishing products offer a fruitful field for research. There instantly comes to mind the soap flakes such as "Ivory Flake" and "Lux" that have won universal approval. Then, there is the matter of soap dyes like "Rit," "Twink," and many others. In an industry allied in a way to flavors one might mention evaporated lemon juice. The Merrell-Soule Company are experts in evaporation and large makers of powdered milk. This process of powdering milk appears to have little effect on constituents which are readily subject to alteration. For instance, when milk ordinarily is concentrated for canning, the vitamins are affected, whereas in the powdering process this does not appear to be the case. This same process has been applied to lemon juice. The dry material is retailed at such a price that a 75 cent package represents the juice of two dozen lemons. I do not know whether or not the dry material contains the oil of lemon in addition to the acid material, although this might be inferred from the statement that lemonade can be prepared from it. If the same method is applicable to oranges, as well, it may be that this material eventually will divert part of the present demand for orange and lemon fountain and bottling flavors from the present manufacturers, to the makers of the dry orange and lemon powders.

The application of unusual agencies to industries is a

very interesting one. In this case one can cite an example from the dyestuff industry. The permanency of a dye to fading is determined by dyeing a strip of cloth, and exposing one-half of the cloth to strong sunlight, whereas the other half is kept in a dark place. At the end of three months, the two strips are compared, and the difference in color indicates the amount of fading that has taken place. Therefore, it is evident, that this test is important, but that the length of time required is inconvenient. Research work in the matter indicated that substantially the same result could be obtained by exposing the test piece to ultraviolet light for a period of hours instead of months. Today, ultra-violet lamps of convenient construction are obtainable, so that the desired information is almost immediately available.

Reference has been made to the work of the National Canners' Association. For some years past this laboratory has been making a detailed study of tin-plate, with the view of determining specifications that will give the best service. Information has been obtained which shows that an increased weight of coating retards the rusting of the outside of the can and also greatly retards the perforation of the can in the case of the acid fruits. Further study is in progress, so as to determine to the effect of varying conditions of manufacture of the steel, which constitutes the base metal of the plate.

Valuable work has been completed on the rate of heat penetration in canned foods under different conditions of sterilization. A special pyrometer arrangement was developed which records the temperature continuously in the center of a series of cans distributed throughout the different parts of a commercial sterilizing device. At the same time, a study has been made of the various organisms that are responsible for spoilage. A number of typical foods were inoculated with spores of the various organisms, and the time required at different temperatures, to cause their complete destruction was determined. This information formed the first logical basis for food sterilization under actual canning conditions.

One experiment was on the spoilage of canned beets. The beets were packed in three sizes, Nos. 2s, 3s, and 10s. The volumes of the cans are in the proportions of 1, 1½, and 5. The former practice was to sterilize in boiling water for a period of 50, 75 and 120 minutes, respectively. It was found that, in order to kill the particular organism that was causing the trouble, it required one hour in the smallest size can, whereas 100 minutes was ample in the largest can. As a result, changes were made that eliminated the spoilage in the small cans, and actually saved steam and retort capacity in the large cans.

Reference previously has been made to research work at the Mellon Institute in the interest of the association of laundrymen. This particular association has two distinct educational objects in view:—the first is to educate the laundryman so that he may turn out better work;—the second, to educate the public into an appreciation of the care which their garments receive in an up-to-date laundry, and to assist them to discriminate between the various types of fabrics that are offered for sale, some of which would be injured by simply wetting with water, and are not to be considered as washable. This fellowship has standardized laundry practice. By that it is meant that the preparation of bleach, the amount of washing soda, the amount of soap, the souring with harmless acid, the bluing, etc., have been investigated carefully, in the laboratory and checked by plant tests, over long periods of time, so that the guess work is eliminated. Incidentally, it may be well to add that the key-note of this association has been to do the best work in the safest way. Such a fellowship has had to answer a large number of miscellaneous inquiries. For instance, some time ago, a patron of a laundry in New England purchased some white

*An address delivered before the Flavoring Extract Makers' Association, Springfield, Mass., July 8, 1920.

shirts. On the first trip to the laundry, holes appeared in each shirt at the armpit. The shirts were sent to the laboratory with a new unsoiled shirt of the same lot. No evidence of any defect could be found in the cloth of the new shirt or the cloth of the damaged ones, except in the immediate area surrounding the holes. The cotton bordering the holes the copper reduction test showed evidence of oxycellulose or hydrocellulose; that is, the tendering had been effected by an acid or an oxidizing agent. An investigation, previously carried out, had resulted in the compilation of a list of household materials, cosmetics, nostrums and toilet articles which cause the tendering of cotton and linen fabrics. The class of products suggested by the chemical test and the location of the holes, is known as deodorants or anti-sweat preparations. The purpose of these materials is to interrupt the functioning of the sweat glands. This usually is accomplished by the presence of a salt-like aluminium chloride or zinc chloride, which forms hydrochloric acid in presence of moisture. The owner of the shirts, when confronted with this information, admitted that such a preparation had been used. The responsibility for the destruction of the fabric devolved clearly on the user, and not on the laundry.

The extract maker is a large user of paper-board shipping boxes. Hence, it may not be amiss to note the results research has obtained for this association. There are manufacturers of two different types in the fibre board business—solid board and corrugated board—and on competitive terms. Each one felt that his own board was "the" board. There were two distinct trade associations. A fellowship was founded at the Mellon Institute by one of these groups. The first problem that confronted the fellowship was the matter of a testing machine that would determine the strength of the fibre board. The machine commonly employed was not exactly adapted to the purpose, and as a result, gave a poor rating to a good product. In fact, as a result of this rating, railroads refused to permit weights of more than 90 pounds to be shipped in fibre board containers. The fibre board makers were certain that the containers would safely carry a greater load. They were particularly anxious to sell their product to manufacturers who shipped their goods in hundred-pound lots. The first thing that the research workers had to do was to invent a machine to make measurements that represented the true facts in the case. This was accomplished, and then specifications were devised for fibre board to be used under various circumstances. The makers made containers according to these specifications.

Then came an important development. The other association in the industry joined in and co-operated. To use an every day expression, they realized that they could not afford to "pass up a good thing." The investigation has made wonderful progress. There is no question, but that when the work is completed it will receive the careful consideration of the public carriers, and open an increased field for the maker of the fibre-board container.

This work, however, was only part of the problem. The war brought new problems to the box maker in common with other industries. Cambric tape is used to seal the fourth corner, or joint, of the container. The old proverb about the chain being as strong as its weakest link holds good in this case. This particular grade of tape possessed a high resistance to tearing. The price increased enormously—and in addition there was the Government request to conserve cotton.

The problem was solved by employing paper tape of the proper tensile strength with just enough cloth to prevent tearing. A tape manufacturer volunteered to make the tape according to the standards set by the research men. The results were entirely satisfactory and the cost was only a fraction of the straight cambric tape. Then there was the matter of adhesives. The usual material became unobtainable. A modification was worked out that greatly economized on its use, and proved so satisfactory that many of the manufacturers say that they will not go back to the old material.

RESEARCH ON FLAVORING EXTRACTS

Association research is not a wonderful discovery, not a new idea that has come to light over night. It is

neither a scientific revelation nor a disclosure of secrets that have been locked in the vault of science, but rather a slow, tedious development through the ages. It is simply the logical trend of the fundamental fact that man uses every tool that will increase his comfort and safety. I have sketched its origin, its growth, and its present status and importance. I have discussed its value, and its practical co-operation with industry, and have shown how it has functioned in various representative associations.

The flavoring extract industry is to be congratulated because it possesses a strong organization in the Flavoring Extract Makers' Association. The word strong is used advisedly in this connection, because it represents the facts in the case. The Association has the co-operation and assistance of its constituent members. It has been fortunate in having officers that have given their time and money to its service in an untiring and unselfish fashion. The association as a body is progressive. It is co-operative as is proven by the large number of interested associate members. More important still, it has the goodwill of those manufacturers who are not members of the association. It is shown by the increasing membership.

I believe that this association should have its own research laboratories, devoted to its own individual interests, twenty-four hours out of each day. This is not proposed as a new point—you have discussed it at your meetings in the past—and, in fact, this Association has accumulated and is working out valuable research data. I need only to refer to the information on vanilla extract that has been completed through the efforts of this Association, and to the present work on the alcoholic content of various extracts. Some of this work has been carried out through the courtesy of individual firms having laboratory facilities. A research chemist was once defined as a man that is working on one problem, but who has six or seven problems equally important which he should be investigating. It is quite possible that the chemists who are present will confess that they have more than six other problems—some of them may even feel that sixteen or sixty would more nearly approximate the truth. In the remaining part of this paper I will present some of the opportunities for a research laboratory in this industry.

There is the opportunity for co-operating with the Association of Official Agricultural Chemists. This association is interested in a wide variety of materials of which extracts constitute a part. Such co-operation would emphasize the interest that such an association would exhibit, and its influence due to its character is important. It is within the province of the Association of Official Agricultural Chemists to develop and improve analytical methods. A laboratory representing the extract industry would be in a position to assist in methods, and to protect the interests of the industry, if necessary. A research laboratory could furnish explanatory data in regard to the methods of analysis or other technical matter.

The same point holds true in respect to the federal food officials. The co-operation in this case also would be possible along various research lines. The work of the Bureau of Chemistry on vanilla is well known. During the past the matter of an orange imitation has come to the attention of some of the members of the industry. Co-operation no doubt could be arranged for investigating such a product.

Likewise, many of the individual States have laboratories which are devoting a part of their time to similar problems. For instance, the State of Pennsylvania has devoted considerable time to a study of extracts. Undoubtedly many problems would prove of mutual interest. Co-operation with the Department of Internal Revenue is one of prime importance. Various members will attest to difficulties in obtaining permits, especially in the present case, where formulas must be submitted. The current work of this association on the minimum alcoholic content is an indication of activity in this field. Likewise, values should be determined not only for extracts equal to standard strengths but also for increased strengths. In the case

of lemon extract the minimum alcoholic strength should be determined not only for 5 per cent oil of lemon, but also up to 10 per cent.

There is an excellent opportunity for the co-operation of such a laboratory with the Department of Commerce. As you are aware, the American industry is exporting certain amounts of extracts. A comprehensive survey should be made of the market in all countries. Samples of extracts should be obtained and analyzed in each case. Information also should be compiled in regard to food laws, wherever it is needed.

Co-operation could be carried on with the various colleges and universities of the country. Annually there are a large number of theses submitted along chemical lines that represent original investigational work. Unquestionably, certain subjects in the extract industry would prove interesting problems, and should be encouraged as suitable material for college theses. Such data as were obtained could be examined by the research laboratory and abstracted or published in whole.

An abstract bureau could be established. It would be the duty of this bureau to examine all current technical literature, connected directly or indirectly with the industry. This would include not only American publications, but also those of the European nations as well. Desirable information would be abstracted in non-technical language and sent to the association members through official means.

There is quite a field for co-operation with the firms that supply the raw materials to the industry. This might be illustrated in the case of the terpeneless oils. Some manufacturers state that their terpeneless oil of lemon is approximately sixteen times the strength of natural oil of lemon. Other manufacturers claim that their particular brand is thirty times as strong. As far as sales claims are concerned, the matter would hardly be so important, but legal requirements exist in respect to the final extract, and establish a standard of not less than two-tenths of one per cent of citral. Therefore, to be logical, if an extract maker wants to prepare a terpeneless lemon extract from a terpeneless oil, and if the final extract must have the stated amount of citral, it is clearly evident that he should know the citral content of the oil. The label on a bottle of terpeneless oil of lemon should give the citral or aldehyde content, and should state that such citral was derived solely from oil of lemon.

Such a research laboratory, of course, would have an analytical department available to make analysis for members who do not have their private laboratories. The importance of such a department is obvious. The research laboratory would act in a consulting capacity for the various members, not only on problems of a general nature, but also in certain cases, that might be devoted almost entirely to the interests of some individual member. The laboratory would act as a clearing house of information for the donating association and would give all the assistance and advice in its power to the company-members.

The opportunities for research are so great in this industry that one scarcely knows which problems to enumerate. The aging of vanilla is an interesting subject for research. Some have insisted that it is a matter of oxidation; in this case experiments should be tried on the effect of air, oxygen, ozone, and hydrogen dioxide on the extract. Others have maintained that certain esters are formed. Experiments might be tried by acidifying the extract, isolating the resin acids, and forming their ethyl esters, just as ethyl acetate is formed from alcohol and acetic acid. Some scientists have contended that certain reactions take place slowly that result in the aged or improved aroma of the vanilla. Sometimes complex organic reactions may be hastened by the action of ultra-violet rays. It might prove worth while to test this point, on a laboratory scale at least.

The preparation of terpeneless extracts would be the subject of valuable study. Methods should be available that would permit the manufacture of such extracts directly from the oils without the tedious shaking that is usually employed. Possibly the oils could be mixed with alcohol and subsequently diluted with water, so as to precipitate the terpenes and allow the flavoring constituents

to remain in solution. The method might be developed so that the terpenes would rise to the surface after standing. The amount of flavoring constituents carried away by the terpenes would have to be determined accurately.

The use of glycerine to decrease the alcoholic content of an extract is entirely feasible. After the minimum percentage, reduce the potability by using glycerine in conjunction with alcohol.

It would be the duty of such a laboratory to make a complete survey of all non-alcoholic flavors. The methods of preparation and the values of the product should be studied. Many members of this association are probably supplying the baking and confectionery trade with emulsions of lemon and orange. Standard formulas should be worked out for those that desire them.

There is a field for certain chemical engineering work. A critical study should be made of such apparatus as extractors, emulsifiers, etc. Tests should be run on various filling and laboring devices, so that such information would be available if needed by any member of the association.

Co-operative educational work should be planned in order to increase the consumption of extracts. The laboratory should act as a publicity bureau in furnishing information to magazines that appeal to the women in the home. Information tending to promote the demand for extracts should be furnished all high schools and colleges that have courses in domestic science. Various firms throughout the country publish booklets giving recipes covering the use of their products, such as a baking powder or shortenings. An attempt should be made to see that the use of extracts is properly emphasized in such booklets.

It might be feasible to have certain companies in the association that so desire give exhibits once a year in large department stores in their city. For instance, in Columbus, Ohio, there is a large department store that places a wool testing laboratory in one of their display windows twice a year. They employ signs to inform the public that no woollens are used in any garment or suit sold by them until it has been tested chemically and proved all wool. The fact that this exhibit has been continued year after year would indicate that it is a paying investment. A modification of the same idea might be employed by individual manufacturers in the industry. A small laboratory could be placed in a department store, showing the raw materials and method of manufacture in the extract industry. Considerable sales work could be encouraged at the same time.

Such a research laboratory could make it a point to send a chemist to association meetings of bakers, confectioners, ice-cream makers, hotel chefs, or similar bodies that are large users of extracts and educate them so as to encourage increased use of extracts.

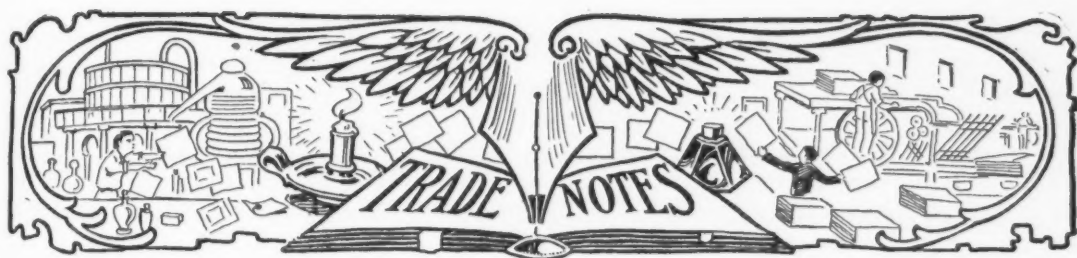
The development of new flavors merits investigation. Standard formulas should be developed for mixed fruit flavors and such mixtures as are sometimes designated "bouquet of the kitchen" and mixed by the housewife in the home. Formulas should be developed for imitation of strawberry, peach, and other flavors.

A complete study should be made of the household beverage question, with the purpose of determining whether or not a concentrated extract could be furnished that would form the suitable basis for a plain or carbonated drink. Among the carbonated drinks, there are such products as root beer extracts, birch extracts, extracts produced from hops and malt that would produce a beverage similar in taste to beer and would still meet the requirements of the prohibition amendment.

In the way of plain drinks, one need only note the phenomenal success of the "Fam-ly-Ade" products. They consist mainly of concentrated extracts which are added to sugar syrup by the consumer. A small amount of fruit acid is enclosed to add tartness. The scarcity of sugar has greatly handicapped this field, but eventually, due to its convenience and merit, the sales will prove profitable.

There is another point where a laboratory would function to the advantage of the association. I will illustrate

(Continued on page 300)



One of the most interesting developments in the American perfumery and flavoring extract supply industry took place on October 1, when Compagnie Morana and the Commonwealth Products Corporation were united into a single corporation. Compagnie Morana has increased its capital stock to \$1,000,000 (common stock, \$250,000; first preferred, \$600,000; second preferred \$150,000;) and changed its corporate name to Morana Incorporated, under which name Compagnie Morana and the Commonwealth Products Corporation will henceforth be conducted.

Morana Incorporated is the outgrowth of a modest business established fourteen years ago by Carl Schaezter, Warren E. Burns and Williard A. Walsh. Their training and temperament well fitted them for harmonious and effective association, and the present division of responsibilities indicates the trend of their natural aptitudes, viz.: the production department under Mr. Schaezter, who is president; the financial and foreign departments under Mr. Burns, who is vice-president; and the sales department under Mr. Walsh, who is treasurer. The secretary of the company is Mr. Walter Mueller.

Commonwealth Products Corporation was established some six years ago for the manufacture of flavors, synthetic aromatic chemicals, etc. Its plant at Elizabeth, N. J., was rapidly developed and is now well-equipped for the manufacture on a large scale of the products in which it has specialized. Its staff includes a group of chemists who have made reputations for themselves, both here and abroad, as specialists in the manufacture of aromatic chemicals and similar products. Its union with Morana Incorporated affords it a large outlet through the extensive and well-trained selling staff of that corporation. Morana Incorporated, for its part, acquires a well developed manufacturing plant and organization, thereby assuring a steady and controllable supply of synthetic raw materials and flavors.

Mr. S. J. Schwarzwald, of the Citizens' Wholesale Supply Company, 366 Mount Vernon avenue, Columbus, Ohio, was in New York recently to attend the Chemical Exhibition. He intends to put out a high class line of toilet goods, and was investigating the New York market for the purpose of getting the latest and best ideas obtainable to carry out his purpose.

By order of the Bulgarian Government Food Administration over 200 kilos of the Otto of Rose belonging to it and kept in bond in the Consolidated Warehouses, Brooklyn, have been shipped back recently to Europe. Mr. Em. Anastassoff, 505 World Building, New York, has been appointed selling agent of the Bulgarian Government Food Administration for their Otto of Rose in this country.

The National Aniline & Chemical Company, Inc., reports for the six months ended June 30 profit from operations, after manufacturing costs, depreciation, etc., of \$4,840,276; other income, \$391,169; total income, \$5,231,445; reserve for Federal taxes and contingencies, \$1,960,000; net income, \$3,271,445; preferred dividends, \$740,341; surplus, \$2,531,104; previous surplus, \$9,701,011; total surplus, \$12,232,115.

W. John Buedingen, of New York City, enjoyed a respite from trade at Atlantic City recently.

Herewith is presented Curt P. Wimmer, Associate Professor of Pharmacy in the School of Pharmacy of Columbia University, with which institution he has been connected for the last fourteen years. He received the degrees of Ph.G. and Phar.D. from the New York College of Pharmacy, and Master of Arts from Columbia University, with 'organic chemistry as the major subject. He also took special courses at the College of Physicians and Surgeons, besides spending several years in research in organic chemistry. He has been a contributor to the pharmaceutical press and is the originator of the new



PROF. CURT P. WIMMER.

course at Columbia treating the composition and manufacture of cosmetics and perfumery, some account of which will be found on another page of this issue.

During the war Mr. Wimmer served as instructor to naval apprentices and to the Students' Army Training Corps. He wrote during that period on war pharmacy, his articles and work on emergency sugar substitutes receiving special attention of and commendation by the then Food Administration.

Mr. Wimmer is a member of the American Chemical Society, the Phi Lambda Epsilon, Society for the Advancement of Science, American Oriental Society, chairman Historical Section and member of Council of American Pharmaceutical Association; chairman of Committee on Progress in Pharmacy of Connecticut State Pharmaceutical Association; member of New York and New Jersey State Pharmaceutical Association.

We are informed that the Darvin Chemical Co. has appointed T. E. O'Reilly, Ltd., Toronto, Ont., as Canadian representative for the company's certified food colors.

Mr. Victor Vivaudou, president of V. Vivaudou, Inc., New York, returned October 9 on the *Aquitania* from a two months' visit in France. He reports that the French factory is now in full operation and the company has remodelled and redecorated the shop at 15 rue Royal, formerly occupied by Delettrez.

Mr. Vivaudou expressed himself as being very sanguine regarding the perfume and toilet preparation industry in this country for the coming year, despite the present cautionary period through which the industry is passing.

Mr. O. A. Brown, president of O. A. Brown Co., Inc., 246 Pearl street, New York, returned recently from a five weeks' trip to the coast. Mr. Brown states that despite present conservative conditions, he found business relatively good.

Mr. Emile Schlienger of Bertrand Freres, Grasse, France, arrived in New York October 11, on the *Lorraine*



P. R. DREYER. EMILE SCHLIENGER.

for a short vacation trip. While here Mr. Schlienger will visit some of his old friends in the trade to discuss general conditions with them. The engraving shows him in company with P. R. Dreyer, of Rockhill & Victor's essential oil department. The photograph was taken at Niagara Falls, last year, when both gentlemen were on a trip through the country.

Dr. W. A. Van Dorp, managing director of N. V. Chemische Fabriek Naarden, Bussum, Holland, arrived in New York on the *Rotterdam* September 26th. In company with Mr. P. R. Dreyer, of Rockhill & Victor, American agents for the firm, Dr. Van Dorp made a trip through the mid-west and found business not as quiet as reports would seem to indicate. He sails for home on the *Ryndam* October 27th.

Mr. L. Zollinger has entered the employ of William R. Warner & Co., St. Louis, Mo., as perfumer, severing the connections that he has had with the Remiller Co., New York, for several years. As noted in a recent issue, William R. Warner & Co. have purchased Dabrooks, Detroit, Mich., and their perfume department has otherwise grown considerably in the last few years.

A. Bourjois & Co., manufacturing perfumers, Paris and New York, whose American factory is at 35 West 34th street, have installed a Rodgers machine for filling face powder boxes. They import their powder from France, and pack it in this country. They use girls for this work and they tell us that the capacity has been increased from fifty gross per day to one hundred gross for the same period. Mr. George G. Rodgers, of Springfield, Ohio, manufacturer of this apparatus, was recently in New York and demonstrated the machine in operation to the Editor.

J. L. Hopkins & Co., Inc., New York, is adding a \$35,000 building to its already large Brooklyn plant.

Compagnie Parento, of Chicago, importers of essential oils and synthetics, announce that Mr. James H. Hall has been added to their selling staff. Mr. Hall is the son of Mr. George Hall, and is well equipped to render to the trade a vast amount of knowledge, as he has worked for several seasons in the largest chemical factories in and



NEW ADDITIONS TO COMPAGNIE PARENTO'S STAFF: JAS. H. HALL ON THE RIGHT; R. E. SCHUBEL IS ABOVE.



around New York and has also aided his father in many of his successful creations. Mr. Hall is a world war veteran, having served with the Royal Flying Corps. Here with we show Mr. Hall in his service uniform and also Mr. R. E. Schubel, whose addition to the selling staff of the company was announced in our last issue. Mr. Schubel also is a war veteran, having served in the chemical division in France. He has had ample experience in the trade.

Compagnie Parento is now advertising essential oils made by Pelissier Aragon, Grasse, France, and Albin Cartier expects to receive regular shipments of their products from these two firms.

We are advised by Mr. Marcel Schmitt, treasurer of Henry Kayser & Fils, Inc., 41 Union Square, New York, that they have been able to make arrangements with their factory in France for an adequate and continuous supply of filter paper, and that they now have a fairly large stock on hand of every size. Samples are offered gratis.

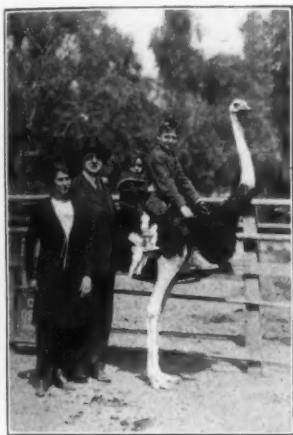
Mr. Robert W. Smith, accompanied by his wife and daughter, sailed for Europe October 7, on the *Imperator*. Mr. Smith is vice president of Julian W. Lyon & Co., Inc., essential oil and crude drug dealers, and expects to be away two or three months.

Edward T. Beiser Co., Inc., is now located in its new and more commodious quarters at 135 Grand street, New York City, having moved on October 1.

Capital increases: National Aniline and Chemical Co., Inc., Manhattan, carry on business with \$26,296,830 and 554,386 shares common stock, no par value, formerly \$25,504,650 and 395,990 shares common; W. H. Loomis Talc Corp., Gouverneur, N. Y., stated capital increased to \$148,000; Compagnie Morana, Manhattan, New York City, \$400,000 to \$1,000,000; E. R. Squibb & Sons, from \$1,500,000 to \$5,700,000; Rochester Tallow Co., Rochester, N. Y., \$50,000 to \$150,000.

Dissolutions reported: Talc Holding Co., Manhattan, New York City; Ritz Soap Co., Manhattan.

A. G. Spilker, Chicago manager of the Orbis Products Trading Co., Inc., of New York City, recently enjoyed a visit to California. He is back in Chicago and will shortly be rejoined by his family which will remain on the Pacific Coast until November 1. Herewith is a snapshot of Mr. Spilker and his wife, with their two sons, taken at the Coston Ostrich farm, near Los Angeles.



A. G. SPILKER AND FAMILY.

We are advised that the S. E. Shaffner Co., Portland, Oregon, has moved from 425 Yambill street to new quarters at Third and Hoyt streets. The change materially improves the facilities of the company for serving its patrons, as it has increased the available floor space, permitting the installation of additional equipment.

Curtis Melnitz, of H. W. Hazleton & Co., dealers in vegetable oils, New York, has left for a two months' trip to Europe, expects to spend most of the time in France and Holland.

William M. Power, of Pierre L  moine Cie, Inc., 294 Pearl street, New York, returned home September 26 from Europe on the *Rotterdam*. He spent two months on the Continent and visited all of the chief points of interest.

Arnold Froideveaux, of this city, has been treated recently to a write-up of his ideas in perfumery by some of the newspapers. Mr. Froideveaux, who is a graduate of the University of Zurich and of the College of Science of Paris, declares that this experience never gave him his deftness in compounding perfumes, for it is his theory that perfumers are born, not made. Another one of his ideas is that there should be a different odor for every temperament. He has been very successful in carrying out his

theories and his business has just been incorporated.

The essential oil house of Ungerer & Co., once more in the course of its progress feels the need of larger, more specialized and more centrally located quarters. At an early date, therefore, the firm will move to the new Ungerer Building, 110-112 West 26th street, New York City, where there will be available double the space that the present location affords. The new building will be arranged in the most modern and convenient style for the efficient conduct of the firm's large business. Every facility will be incorporated in the establishment for the handling of the trade with perfect satisfaction, both in the selection and in the prompt delivery of merchandise. The gentlemen connected with the house promise that in their future home



UNGERER & Co's COMING HOME AT 110-112 W. 26TH ST.

the characteristic principles and policies which are traditional with the organization will prevail as heretofore.

Ungerer & Co. has enjoyed a continuous and steady growth, due to the intelligent and energetic efforts of Mr. W. G. Ungerer, Mr. F. H. Ungerer and their aids and assistants in the business.

Monsanto Chemical Works, St. Louis, has established a Chicago branch in the Marine Building, 209 North LaSalle street. The branch will be managed by W. L. Filmer, who previously had charge of the flavors and condiments division of the St. Louis sales department.

Mr. A. Gaspard, of Fabriques De Laire, Paris, sailed for France on the *Rochambeau*, October 28th, after a short trip in this country. His firm, as is well known, are represented in this country by Dodge & Olcott Co., New York.

On account of the pressure of business in France, Mr. Gaspard was forced to curtail his trip, but hopes to be here for a longer stay next year.

Mr. Etienne Descollonges arrived in New York on the *Lorraine* October 11, and expects to be here about two months. After leaving the United States he will go to Japan where his firm is represented.

Mr. Descollonges will visit the trade throughout the entire country in company with Mr. Benj. F. Edwards of Benj. French, Inc., the American representatives.

Mr. Descollonges reports manufacturing conditions in France are somewhat improved, but that raw materials are still high.

Magnus, Mabée & Reynard, Inc., manufacturers and importers of essential oils, fine drugs, etc., New York, are to be represented by Mr. P. C. Magnus, at the 46th annual convention of the National Wholesale Druggists' Association at Cincinnati, October 25 to 29.

Messrs. Ferreri di Fisco, of Messina, Sicily, announce the appointment of Magnus, Mabée & Reynard, Inc., New York, as their sole selling agents for the United States and Canada. Messrs. Ferreri are one of the largest manufacturers of essential oils of lemon, orange, and bergamot in the Sicilian producing districts, their brand being well-known in this country.

Colgate & Co., of 105 Hudson street, Jersey City, with Austen Colgate as agent, has filed an amendment to its charter at Trenton. It reads as follows: "The preferred stock may be issued as and when the Board of Directors shall determine, and the holders of such preferred stock shall be entitled to receive when and as declared from the surplus or net profits of the corporation, and the corporation shall be bound to pay thereon as and when declared by the Board of Directors, a cumulative dividend at the rate of 8 per cent., and no more, payable quarterly on dates to be fixed by the by-laws, before any dividend shall be set apart or paid on the common stock of the corporation; the remainder of the surplus or net earnings may, in the discretion of the Board of Directors, be distributed as dividends among the holders of the common stock, payable as and when the Board of Directors may determine."

The certificate shows that 8,000 shares of the common stock and 20,000 shares of the preferred stock of the concern are issued and outstanding. Gilbert Colgate is the president of the company.

The following firms recently became members of the Chicago Association of Commerce: American Perfumeries Co., 6447 Wentworth avenue, manufacturers of toilet preparations; Luxtone Co., 2703 Cottage Grove avenue, manufacturers of toilet preparations; Scott's Laboratories, 803 West Madison street, manufacturers of cosmetics.

Essential Oil Specialties Company (Incorporated), Grassland, Pa., Gustave Mahlick, general manager, distribute their October, 1920, market report in the form of a special four-page insert in this issue, between advertising pages 88 and 89.

The advisability of giving such communications widespread publicity, instead of sending them by letter to a select list is apparent, especially as the readers of this journal comprise practically all the users of aromatic raw materials in this industry; who will be pleased to have at hand all circulars of special interest permanently bound in their favorite journal.

At a joint meeting of the American section of the Society of Chemical Industry and the New York section of the Societe de Chimie Industrielle, held October 8, the Grasselli medal was presented to Dr. Allen Rogers, of Pratt Institute. The presentation was made by Dr. M. T. Bogert.

The Newark Sunday Call prints a very interesting article about the Newark plant of Charles V. Sparhawk, essential oils and chemicals, of 278 Pearl street, New York. The *Call* says in part:

"Essential oils! What are they? The average Newarker will scratch his head and answer, 'Gasoline, kerosene, coconut oil, olive oil and—.' And unless he knows more about essential oils than the average layman, the Newarker will be stumped right there. And yet there's a Bruen street factory that turns out more than a hundred essential oils, manufactures them from vegetable matter brought from all parts of the world, and re-ships the finished product to practically every country in the universe.

"Charles V. Sparhawk, Inc., came to Newark two years ago, and quite unobtrusively settled at 39 Bruen street. The company had outgrown its quarters in Brooklyn, and the World War had shut off Germany's supply of essential oils. Their Newark plant has prospered, too, and plans are now being prepared for a modern factory building that will be one of the finest in the Ironbound district.

"Newark is one of the greatest industrial cities in the United States and there is a fascination about many of the city's industrial activities, but none more than in this essential oil factory, where raw materials from India and Venezuela and China are converted into valuable oils.

"The blending of a hundred perfumes in this Newark plant has the effect of transporting the visitor to the Far East. In Mr. Sparhawk's well-regulated laboratory on the fourth floor, where hundreds of bottles of sample oils are stored, one may smell scores of fruit flavors and flower perfumes. They are so natural that it is almost uncanny.

"Patchouly is but one of the scores of oils made in the four-story plant. Through Singapore and the Straits Settlements come cubeb berries, nutmegs and sandalwood, which are first ground and then granulated into a rough mesh to open the oil cells. Then they are put through the same process as the patchouly leaves. Pimento leaves are gathered in Jamaica and the West Indies and, after being distilled in Newark, they are sold throughout the world for flavoring pickles, soups and other grocery specialties.

"In order to buy the crude spices, drugs and aromatic materials, a constant interflow of cables is necessary. Prices naturally are quoted in different currencies, and this means that buyers must be familiar with the quotable exchanges and values of roubles, liras, francs, marks and pence. It demands constant watching and foresight to know how and where to buy at an advantage. Peculiar weights also must be taken into account.

"Field forces are kept at work during the summer months in Lowesville, Va., and in New York State gathering raw material and returning to the Newark plant in the winter."

Mr. Robert E. Kendall, formerly connected with E. I. du Pont de Nemours & Co., is now chemical superintendent of the Port Ivory, S. I., plant of Procter & Gamble.

Mona Lisa Mfg. Co., of Chicago, has moved its office and factory to larger quarters at 153 North Paulina street, rear Lake street. The telephone is West 273.



The Sixth Annual Chemical Exposition held at the Grand Central Palace the week of September 20 to 25, was a very successful one, and so strongly has this annual exposition become an established factor in the chemical industry of the country that arrangements have been made to hold the exposition in one of the New York armories next year. This will permit all the displays to be made on one floor, and will facilitate inspection of the exhibits by the throngs of visitors.

The firms in this industry that exhibited were listed in our September issue, and we are pleased to add this month the available photographs of the exhibits.

The U. S. Industrial Chemical Co. invited special attention of all visitors to the fact that they are devoting their attention quite largely to the manufacture of refined chemicals to serve as raw materials for the manufacture of

being hardly large enough to warrant their manufacture as a prime object.

Antoine Chiris Co. and Capes-Viscose, Inc., had a very attractive exhibit in a good location, and it was constantly filled with visitors interested in the aromatic raw materials and capping materials.

Florasynth Laboratories, Inc., featured synthetic perfume materials, including benzyl benzoate, rum ether, phenyl acetic aldehyde, anisic aldehyde, iso eugenol, linalyl acetate, methyl anthranilate, etc.

Proctor & Schwartz showed some Proctor dryers in operation, and were visited by manufacturers in all lines whose products require the elimination of moisture.

The Chemical Co. of America exhibited a very complete line of dye-stuffs.

The growing interest in the manufacture of and use of



synthetic organic products. Because of the large scale operations of the company, they are able to devote attention to the making of refined products, the consumption of which

aromatic raw materials should constrain every American producer of these products to be represented next year.

Mr. R. S. Swinton, who is chemist in charge of Linden, N. J., plant of W. J. Bush & Co., New York, returned with Mrs. Swinton on the *Adriatic* October 15th, from a six weeks' visit to England and Scotland.

Mr. Doane Hage, 59 Fourth avenue, New York, advises us that he has been appointed exclusive New York representative for George J. Gillies, Rochester, New York, manufacturer of paper boxes, whose interesting advertisements are appearing in our journal. Mr. Hage is well acquainted with all perfumers, etc. in this section, as he has been representing Arthur Colton Co., Detroit, a number of years, and will continue to call on the trade in their behalf. The Arthur Colton Co. manufacture pharmaceutical machinery.

He will also represent the Pennsylvania Collapsible Tube Co., Williamsport, Pa., in the Metropolitan district.

Mr. George G. Fries of Fries & Fries, Cincinnati, Ohio, is the happy father of a young man named for him, who arrived in Cincinnati on August 12.

Mr. John H. Neumann, manager for fifteen years of the Chicago branch of the National Aniline and Chemical Company's essential oil and special products department, has embarked in business on his own account, organizing the Ionic Special Products Co., of which he is president and treasurer, together with J. W. Peck, vice president, and W. G. Sibbach, secretary.

Mr. Peck was also associated with the National Aniline & Chemical Co. in Chicago for a number of years, and Mr. Sibbach was assistant buyer for Fuller & Morrisson.

The new company is installed in its own building at 321 North Sheldon street, Chicago, and already reports very encouraging business progress.

We are pleased to welcome the Karl Kiefer Machine Co., Cincinnati, O., back among our advertisers after an absence of several months. With a steady increase in the demand for its products, the company has erected a new plant, which in addition to its present factory, will enable it to about triple its output. It is therefore again advertising in *THE AMERICAN PERFUMER*, from which is obtained very good results heretofore.

The Karl Kiefer Machine Co. is well known among manufacturers of all kinds of liquid and semi-liquid products as a producer of a line of bottling and packaging machinery. Besides all types and sizes of filling machines, it makes jar and bottle rinsers, sterilizers and dryers, belt conveyors, roller conveyors, pumps, filters, percolators, etc.

In this issue the company announces its complete line of Vacuum Filling Machines which are offered as remarkably well adapted for the filling of flavoring extracts perfumes, toilet waters, etc., especially in small bottles. The Karl Kiefer Machine Co. claims to have developed in these equipments not only very productive and efficient machines, but greatly simplified vacuum filling systems. Besides an automatic rotary vacuum filling machine (the only machine of its kind, it is said). There are various types and sizes of hand-operated and semi-automatic tray and table type machines, for all kinds of liquids, containers and capacities.

A handsome little booklet was recently received by this office, which in a very interesting manner illustrates and describes some of the work the Karl Kiefer Machine Co. has done in planning and supplying complete bottling

equipments for manufacturers of all kinds of liquid and semi-liquid products. There are some valuable ideas and suggestions in this booklet on practical labor-saving equipment and productive methods of bottling for the small manufacturer, as well as the plant producing two, three and four hundred gross a day.

Mr. and Mrs. Carl Schaezter will sail Oct. 27 on the *Ryndam* for Rotterdam. They will remain in Switzerland till after the holidays.

Mr. Schaezter is president of Morana Incorporated.

F. W. Heine, of Compagnie Duval, New York City, landed in Southampton September 18, after having had a fine voyage over on the *Imperator*. He went directly to Holland and from thence planned to visit Germany, Switzerland and France. He will be gone about two months. He cabled us from Grasse that he had signed with Schmoller & Bompard for their sole United States representation.

W. John Buedingen, with office at 1 Madison avenue, New York City, besides handling the exclusive representation of several fine paper box and seal manufacturers, recently has added a very extensive line of glassware. These cover regular as well as novel items in new patterns, besides vials of all sizes and special essential oil containers.

Mr. Buedingen is negotiating at present for several new factory representations, which will make his office one of the largest container headquarters available to the perfumery trade.

At a meeting of several members of the Aroma Club, called recently by the treasurer, Irvin S. Zeluff (Parfumerie Rigaud), it was determined to arrange if possible to renew the weekly luncheon meetings of the organization, which were temporarily discontinued during the World's War and early reconstruction period. In pursuance of this purpose, a get-together meeting will be held at an early date.

The Aroma Club enjoyed at one time a membership of over 200. The purpose of the organization is to encourage fraternal sentiment and constructive co-operation in the perfume, essential oil and allied trades in New York. During the prewar period the weekly luncheons of the club were marked by activities of a most agreeable and educational character.

It is requested by Mr. Zeluff that all the old members communicate immediately with him, with such suggestions as they may have as to the date and place to resume regular meetings. His address is 75 Barrow street, New York.

The forty-fifth annual meeting of the National Wholesale Druggists' Association will be held at the Hotel Gibson, Cincinnati, during the week beginning October 25, 1920.

The \$10,000,000 Solvay & Cie, seven-year 8 per cent. secured gold bonds offered by the National City Co., the Guaranty Co. of New York; Kidder, Peabody Co., and Harris, Forbes & Co., have all been sold, the National City Co. announces. Solvay & Cie is the Belgian company which controls the Solvay Process Co. and the Semet-Solvay Co. of Syracuse, N. Y. The bonds are free of all taxes and are secured by stock valued at \$21,000,000 and by \$70,000,000 in assets.

Mr. H. W. Ferguson, sales representative of Heine & Co., New York, has just returned from a two months' trip through the Northwest and Pacific Coast states, and reports business very good, in spite of the caution that is being exercised by buyers all over the country.

Mr. Harry A. Stebbins, assistant manager of the New York office of the Powers-Weightman-Rosengarten Co., of Philadelphia, has been appointed manager in place of Mr. Charles A. Loring, who resigned some time ago. Mr. Loring will be identified with the North American Dye Corporation, of Mount Vernon, N. Y. Mr. Loring has been with the Powers-Weightman-Rosengarten Co. since 1901. Mr. Stebbins has been in the employ of the company for twenty-five years.

Dr. Sidney May, formerly a chemist with the Widlar Co. in Ohio, is now president of the May Fruit Products Co., Cleveland, manufacturers of flavoring extracts, syrups and fruit juices.

NEW PUBLICATIONS, PRICE LISTS, ETC.

ANTOINE CHRIS Co., 18-20 Platt street, New York—We have received a handsome booklet giving some facts about the "House of Chiris," which was established in 1768 in France for the manufacture of essential oils and synthetic aromatic chemicals. The intervening period of 152 years represents a continuous and steady stretch of progress, something especially true of the American company. The plant at Delawanna, N. J., established in 1914, has grown and developed rapidly, until a wide variety of oils and synthetics, flavorings and pharmaceutical chemicals, as well as other products, are manufactured there. The booklet gives these products and, of course, tells all about the Chiris specialties that are made in America.

We also have received the Chiris price list for October, giving wholesale quotations for a wide range of materials useful to perfumers, extract makers and soap manufacturers.

GOMEZ & SLOAN, 244 Water street, New York City, send to us an attractive calendar for the last quarter of 1920.

PIERRE LEMOINE CIE., 294 Pearl street, has issued a fine catalogue, printed in Spanish, giving figures on essential oils, synthetics and other products. The book is nicely printed and should be of much value in pushing the firm's export trade with Spanish speaking countries.

LONGMAN, GREEN & Co., Fourth avenue and 30th street, New York City.—New September general list of books published and for sale.

NATIONAL ANILINE & CHEMICAL Co., INC., 21 Burling Slip, New York City.—Booklet giving a brief history of the American dyestuff industry, description of the company's exhibit at the Sixth National Exposition of Chemical Industries and information regarding "National" service and products. The history of the dye industry is succinct and clear, being illustrated with the Buffalo and other dye plants. This Buffalo plant, originally established in 1879, is said to be the largest on the Western Hemisphere. A special chapter is given to certified food colors, including the "National" brand. The booklet is worth sending for by any person who may be interested in the dye industry.

STAFFORD ALLEN & SONS, LTD., London, Eng.; Ungerer & Co., 124 West 19th street, New York, American representatives.—The September wholesale prices current is at hand, giving quotations on essential oils, numerous chemi-

cals, synthetics and sundries, powdered drugs, etc., including the Allen specialties for perfumers and soap makers.

R. SUBINAGHI & Co., Milan, send us their latest price list of oils, concentrates, essences, etc.

MILWAUKEE PAPER BOX Co., Milwaukee, Wis., sends us a folder showing its new building, which marks another step in the progress of the establishment.

A. BOURJOIS & Co., Inc., 35 West 34th street, New York.—Catalogue, illustrated in colors, of perfumes, soaps, toilet articles and brushes.

NEW INCORPORATIONS.

Mep Manufacturing Corp., substitute flavoring extract known as "mep," \$1,000,000 capital stock, has been incorporated in Delaware by Robert K. Thistle, Harry C. Hand, A. Roy Myers, New York.

Pallas Manufacturing Co., Manhattan Borough, New York City, to make powder puffs, \$100,000 capital stock, has been incorporated by J. H. Robins, H. and A. Hirschbein, 206 West 109th St.

White Top Distributing Co., Manhattan Borough, New York City, non-alcoholic beverages, \$20,000 capital stock, has been incorporated by R. E. Tinsley, D. Greenbaum, S. Sackheim, 564 Fox St., Bronx.

A. Froidevaux, manufacture perfumeries, \$50,000 capital stock, has been incorporated in Delaware by Cornelius A. Cole, Hackensack, N. J.; William E. Schiells, Jr., Brooklyn; Charles Graff, New York.

Superior Soap Co., Cleveland, Ohio, capital \$750, no par, has been incorporated by J. H. Ford, H. S. Adams, A. E. Rogers, J. B. Oviatt and E. J. Warrick.

Manhattan Dental Supply Co., Manhattan Borough, New York City, \$15,000 capital stock, has been incorporated by P. Guria, M. and I. Rubenstein, 412 Grand St.

Lewis Blair Co., Danville, Ky., to manufacture oil, extracts, etc., from roots, has been incorporated by R. D. Lewis, F. H. Blair and C. R. Givens.

National Toilet Specialties Manufacturing Co., Yonkers, N. Y., \$5,000 capital stock, has been incorporated by J. Cooper, J. and J. Blum, Yonkers.

Topp's Stone Dressing Co., Louisville, Ky., manufacture toilet preparations, \$50,000 capital stock, has been incorporated by Jean W. McCulloch, T. W. Lowry and G. C. Halliday.

I. X. L. Glass Bottle Manufacturing Co., Los Angeles, Cal., has been incorporated with \$100,000 capital stock.

Arthur Davis Co., Manhattan Borough, New York City, chemicals and toilet preparations, has been incorporated with a capital stock of \$50,000 by A. Vassilladia, W. Conolos and M. M. Cunningham, 529 West 145th St.

General Manufacturing Co., Memphis, Tenn., perfumery and toilet articles, \$150,000 capital stock, has been incorporated by W. D. Cannon, B. A. Bogy, W. W. Surft and R. H. Stickley.

Mack-Nick-Hunt Chemical Corporation of Manhattan, New York City, toilet preparations, has been incorporated with a capital stock of \$100,000 by N. A. Mackey, R. E. Nicholas and J. W. Hunter, 205 West 141st St.

Paley Engineering Co., Elizabeth, N. J., soaps, fats, oil's, etc., \$800,000 capital stock has been incorporated by E. E. Aberle William F. O'Keefe and G. C. Steigler.

Scientific Drug and Toilet Co., drugs, etc., \$500,000 capital stock, has been incorporated in Delaware by Robert K. Thistle, Harry C. Hand, A. Roy Myers, New York.

IN MEMORIAM FOR DEPARTED FRIENDS

BLACK, ROSS W., pioneer in barbers' supplies and perfumery business, Pittsburgh, Pa., October, 1913.

GARRIGUE, WILLIAM E., of Garrigue & Co., New York, Toronto, October, 1918.

KILLEEN, EDWARD VINCENT, JR., son of E. V. Killeen, vice president of George Lueders & Co., died in the service of his country, October, 1918.

MACHESKI, WM. J., with American Can Co., New York, killed in action in France, October, 1918.

MENNEN, MRS. ELMA C., President of the Mennen Chemical Co., Newark, N. J., October, 1917.

MONTALAND, LOUIS, of Montaland, Seve, Lefevre & Co., Hyeres, France, died in the service, October, 1918.

UMNEY, JOHN CHARLES, F. C. S., Ph.C., editor, author and essential oil authority, London, Eng., October 1919.

WEBB, JAMES A., of James A. Webb & Sons, cologne spirits, New York City, October, 1910.

WEINGARTNER, EDWARD, president of the Arabol Manufacturing Co., New York, October, 1917.

Obituary Notes.

Charles A. West, vice president of the Eastern Drug Co., Boston, died September 28. He was 70 years old. In 1887 he founded the wholesale drug house of West & Jenney, which became the Eastern Drug Company in 1909. He was a member of the Society of Chemical Industry, the National Association of Wholesale Druggists, of which he was president in 1914; the Boston Chamber of Commerce, the Chemists' Club, Drug & Chemical Club of New York, the Algonquin, Exchange, Tedesco Country, Eastern Yacht and Brookline Country Clubs.

Walter E. Rowley, an official of the National Aniline Chemical Co., died October 9 at his home, 260 West Seventy-sixth street, New York. He was born in 1867 and was graduated from Harvard in 1892. Twenty years ago he came from Albany to New York City to assume a position with the National Aniline Chemical Co. Mr. Rowley served as president of the Drug and Chemical Club of this city and also belonged to the Harvard and Lotos Clubs. He leaves a wife and one son.

Victor L. Shuldham, forty-eight years old, with Innis, Speider & Company, of New York City, died October 5, at his home in Plainfield, N. J. He was a native of England and is survived by his wife and seven children.

Randolph Wirth, one of the executive officers of E. Fougere & Co., Inc., New York, died September 10.

New Subscriber Regrets Delay.

(From The Albadien Company, Manufacturers of Toilet Preparations, Columbus, Ohio)

Enclosed please find check for one year's subscription to THE AMERICAN PERFUMER. We think that it is an excellent paper, and don't know why we have not appeared on your subscription list sooner.

Trade Balance Four Billions.

The trade balance of the United States for 1919 was approximately \$4,000,000,000, according to the estimates by the Secretary of Commerce.

FLAVORING EXTRACT RESEARCH.

(Continued from page 292)

this point by a certain experience. Sometime ago a manufacturer shipped approximately one hundred gross of lemon extract from an outside state into a certain city. In order to obtain this business a close price was quoted. A local competitor had a sample analyzed after it had been placed on sale and found that it contained approximately 45 per cent of alcohol and approximately two-tenths of a per cent of citral or terpeness oil. The material was labeled pure extract of lemon. There was nothing to indicate that it was an imitation, or compound, or terpeness extract. There was nothing to indicate added color.

In this case there were four violations: the product violated the laws of the State in which it was manufactured, and those of the State in which it was sold; and it violated the federal statutes and those of the revenue department under which the alcohol permit was issued. A violation of this character does not reflect on the food officials that are entrusted with the enforcement of the law. They are doing everything in their power to see that the laws are obeyed. In fact, it is quite possible that since such an overwhelming majority of extract makers do obey the law in its very letter, that it becomes easier for the unscrupulous ones to violate it.

The laws previously mentioned are designed to protect the consumer, and he will be protected. But the point which I wish to submit is in the interest of the competing manufacturers. It is evident, indeed, that a price could be quoted far below that of a maker of a true lemon extract and the transaction still yield a profit that would bring joy to the heart of a profiteer. The other unfair features are obvious. Such a practice is illegal, and when I say illegal in this instance I refer to the competitors and not to the final consumer. If such a case were brought to the attention of the Federal Trade Commission the nefarious practice would be stopped. Furthermore, it is directly within their province to eliminate such corrupt methods. I wish to call your attention to analogous cases in the sale of adulterated linseed oil as such, or as a material said to be equally as good as pure linseed oil. The Federal Trade Commission stopped this practice. Naturally, a single firm in the trade would hesitate to take active steps in a matter of this nature. However, samples could be analyzed and a report submitted by the laboratory to an official of the association, so that it could be sent to the proper authorities. One or two prosecutions by the Federal Trade Commission would end the matter.

The use of flavors and their development is increasing in importance and in magnitude. There is a real demand for new flavors that perhaps are not ordinarily considered in this connection. For instance, in the oleomargarine industry there is a demand for a material that can be added and will impart to the product a taste that is similar to that of butter. To state that the discovery of the proper material would net the lucky inventor a fortune is probably conservative. The same thing is true in respect to salad oils. A substance that would impart the flavor of olive oil to cheaper oils would find a ready demand.

The time may come that a flavoring substance will be added to bread to prevent flatness, or to increase its taste, even though it would not be enough to obtain a distinctive taste. Recently a case arose where a maker of chocolate bars was seeking a material that could be added to his product that would impart the flavor of milk or cream, in order to give it a rich taste as he expressed it. Another confectioner was interested in obtaining a material that would give a nut-like taste to a low priced confection. Incidentally, in this last field there are some promising materials that are very desirable from a food standpoint in addition to the flavor that they would add.

Finally, such a research laboratory would assist in increasing the membership of the association. The advantages which it would furnish should attract a large number of manufacturers that have not joined previously. The larger size would result in increased importance and means with which to solve new problems, and be of more value to the consumer, which is, after all, the real aim of this association.

PATENTS AND TRADE-MARKS

ODORITE 134263
LADY HELEN 131828
Shampex 131989
DeLona 131935
PELOTINTO 132626
LEERO 133348
COCOBIANCA 133373
ARACHOLI 134178
Peter Van 133387
KALITAN 133387
SCALPINOL 133387
EUCLID 98642
Puretest 134769
FRECKLE-OFF 120934
LAIT 133047
"STERILIZOL" 123324
ARNICE 123297
IDICO 129203
SCOUROL 124883
ROSE BUD 129904
QUINEGG 130348
DARDANELLA 130352
VAMPIRE 133387
LULLABY 131925
HIRSUTOL 131062
Caloris 130386
OSTARA 130409
DARDANELLA 131058
ARIMAL 131059
SITRO 131442
JOLIE 131219
Black Cat 131560
TINTURO 131310
LLAMA 131340
GALVANIC 134915
Vaseline 134934
TRY IT 134877
ONIGAR 134852
USANCO 131890
Black Cat 131560
TINTURO 131310
LLAMA 131340
GALVANIC 134915
Vaseline 134934
TRY IT 134877
ONIGAR 134852
USANCO 131890
Black Cat 131560
TINTURO 131310
LLAMA 131340
GALVANIC 134915
Vaseline 134934
TRY IT 134877
ONIGAR 134852

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR.

98,642.—The Weideman Company, Cleveland, Ohio. (Filed Oct. 13, 1916. Used since Sept. 1, 1888.)—Flavoring Extracts for Foods, Olive-Oil.

114,769.—Orbis Products Trading Co., Inc., New York, N. Y. (Filed December 21, 1918. Used since Sept. 1, 1918.)—Gum-Arabic, Gum-Tragacanth, Perfumery, Essential Oils, Thymol, Menthol, Oxalic Acid, Starch, and Bay-Rum.

119,817.—John T. Stanley Co., Incorporated, New York, N. Y. (Filed June 20, 1919. Used since 1884.)—Soap.

120,934.—Bertha H. Smith, Los Angeles, Calif. (Filed July 25, 1919. Used since July 21, 1915.)—Skin-Ointment, 122,047.—Kabushiki Kaisha Hiro Sampei Shoten, Tokyo, Japan. (Filed Aug. 27, 1919. Used since April, 1906.)—Perfumes, Incense, and Toilet Articles—Namely: Perfumed Waters, Perfumed Oils, Face-Powders, and Hair-Ointments.

122,595.—Di Brenle Mfg. Co., Cleveland, Ohio. (Filed September 12, 1919. Used since Feb. 1, 1919.)—Face-Powder.

123,144.—Ungerer & Company, Inc., New York, N. Y. (Filed Sept. 25, 1919. Used since 1903.)—Flower-Extraction Products Useful for Imparting Scent to Toilet Preparations.

- 124,794.—Iowa Soap Company, Burlington, Iowa, Filed Nov. 12, 1919. Used since March, 1894.)—Laundry Soap.
- 126,047.—The Medco Company, Dayton, Ohio. (Filed Dec. 15, 1919. Used since November 6, 1919.)—Finger-nail polish.
- 126,327.—Daniel Jaquet, Seine, France. (Filed Dec. 22, 1919. Used since March 3, 1919.)—Perfumes, Face-Powders, Face-Cream, Face-Paints, Lotions for the Complexion, Lip-Sticks, and Pencils for the Eyebrows.
- 126,835.—Associated Dental Supply Co., San Francisco, Cal. (Filed Jan. 5, 1920. Used since Jan. 1, 1919.)—Dental Pastes, Mouth-Washes, and Pyorrhea Remedies.
- 127,993.—John Francis Barvoets, Everton, Liverpool, England. (Filed Feb. 5, 1920. Used since about Oct. 14, 1916.)—Synthetic Perfume Materials.
- 128,344.—Anania Flores, Marianna, Pa. (Filed Feb. 13, 1920. Used since about Jan. 1, 1919.)—Hair-Restorer.
- 128,346.—Anania Flores, Marianna, Pa. (Filed Feb. 13, 1920. Used since about Jan. 1, 1919.)—Perfume.
- 128,384.—Continental Chemical Corporation, Watseka, Ill. (Filed Feb. 14, 1920. Used since Oct. 13, 1919.)—Germicide, Bactericide, Antiseptic, Disinfectant, or Deodorant.
- 128,797.—Puritan Pharmaceutical Co., St. Louis, Mo. (Filed Feb. 24, 1920. Used since Jan. 31, 1920.)—Toilet Water, Face-Creams, Perfumes, Skin-Lotions, Shampoo, Hair-Tonic, Rouge, Face-Powder, Nail-Polish, Deodorant, Depilatory, and Talcum Powder.
- 128,803.—J. H. Snyder Med. Co., Jonesboro, Ark. (Filed Feb. 24, 1920. Used since 1901.)—A Lotion for Treating the Complexion.
- 128,883.—Arthur Claassen, Jr., Philadelphia, Pa. (Filed Feb. 25, 1920. Used since Jan. 14, 1920.)—Anhydrous Soap.
- 128,909.—United Drug Company, Boston, Mass. Filed Feb. 25, 1920. Used since August, 1919.)—Zinc Stearate, Citronella-Oil, Coconut-Oil, Tincture Green Soap, etc.
- 129,176.—Gee-Go Wonder Soap Co., Atlanta, Ga. (Filed March 3, 1920. Used since March 1, 1919.)—Soap.
- 129,263.—Otto J. Klar, Chicago, Ill. (Filed March 5, 1920. Used since Jan. 30, 1920.)—A Perfume-Cream for Neutralizing Body Odors.
- 129,299.—Joseph Berner, New York, N. Y. (Filed March 6, 1920. Used since Oct. 8, 1919.)—Hair-Tonic.
- 129,503.—Ideal Disinfectant Co., Newark, N. J. (Filed March 10, 1920. Used since February, 1919.)—Disinfectants and Deodorants.
- 129,752.—Specific Remedy Company, Cincinnati, Ohio. (Filed March 15, 1920. Used since Feb. 15, 1920.)—A Preparation for Bathing the Feet.
- 129,820.—Gustave Bernard, New York, N. Y. (Filed March 16, 1920. Used since December, 1919.)—Tooth-Paste.
- 129,867.—Vanity Fair Toilet Company, Memphis, Tenn. (Filed March 17, 1920. Used since about Jan. 10, 1920.)—Toilet Preparations—Namely: Perfumes and Toilet Waters; Sachet, Rouge, Face and Toilet Powders; Toilet Creams and Skin-Lotions, Astringent, Lip and Eyebrow Pencils, Depilatory, Nail-Cake, Bandoline, Shampoo, and Tooth-Paste.
- 129,904.—Rose Bud Cream Company, Baltimore, Md. (Filed March 17, 1920. Used since March 1, 1920.)—Face and Skin Cream.
- 129,938.—Mackie Pine Oil Specialty Co., Inc., Covington, La. (Filed March 19, 1920. Used since Dec. 15, 1919.)
- 129,950.—Philadelphia Quartz Company, Philadelphia, Pa. (Filed March 19, 1920. Used since prior to, on or about March 8, 1920.)—Sodium Silicate.
- 130,052.—Mellier Company, Perfumer, St. Louis, Mo. (Filed March 22, 1920. Used since March 12, 1920.)—Perfume, Toilet Water, Talcum Powder, Face-Powder, Bath-Powder, Bath-Salts, Headache-Cologne, Smelling-Salts, Almond-Meal, Toilet Cerate, Cold-Cream, Dry Cream, Rouge, Lip-Rouge, Eyebrow-Pencils, Tooth-Powder, and Tooth-Paste.
- 130,278.—Mary A. Jordan, Greenwood, Miss. (Filed March 27, 1920. Used since June 6, 1919.)—Hair-Salve.
- 130,348.—Vosburgh (Inc.), Chicago, Ill. (Filed March 29, 1920. Used since April 1, 1908, and by the predecessor in business of said corporation, Ernest A. Vosburgh, deceased, since April 1, 1908.)—A Shampoo Liquid and Shampoo Jelly.
- 130,396.—United Drug Company, Boston, Mass. (Filed March 30, 1920. Used since February, 1920.)—Tooth-Paste.
- 130,499.—The C. S. Welch Company, New York, N. Y. (Filed April 1, 1920. Used since about Dec. 1, 1919.)—Complexion-Powder, Toilet Rouge, and Talcum Powder.
- 130,602.—Larkin Co., Buffalo, N. Y. (Filed April 3, 1920. Used since Aug. 21, 1919.)—Toilet Preparations—Namely: Toilet Waters, Perfumes, and Toilet Powders.
- 130,609.—The Omega Chemical Company, New York, N. Y. (Filed April 3, 1920. Used since October, 1909.)—Dentifrices.
- 130,753.—Tereasa Criss, Shaw, Miss. (Filed April 7, 1920. Used since Jan. 14, 1920.)—Hair-Growers and Hair-Shampooing Mixture.
- 130,851.—Reichman & Faust, New York, N. Y. (Filed April 8, 1920. Used since April, 1915.)—Face-Powder, Liquid Face-Powder, Talcum Powder, Sachet-Powder, Massage-Cream; Creams for Cleaning, Bleaching, and Developing the Skin and Removing Wrinkles; Astringent Cream, Bleaching-Lotion, Almond-Meal Compound, Astringent Lotion, Almond Lotion, Quince Lotion, Follicle-Lotion, Antiseptic Oil, Deodorant Salve, Liquid Deodorant, Dry Shampoo; Rouge in Paste, Liquid, Stick, and Dry Forms; Eyebrow-Pencils, Scalp-Salve, Scalp-Tonic, Hair-Salve, Hair-Tonic, Hair-Restorer, Hair-Dye, Henna Dye, Henna Paste, Depilatory Powder, Depilatory Liquid, Depilatory Paste, Paste for Whitening and Bleaching the Nails, Liquid for Whitening and Bleaching the Nails, Cuticle-Oil, Toilet Water, Perfumery, and Perfume Extracts.
- 130,901.—Juan Vaquero Diaz, Seville, Spain. (Filed April 9, 1920. Used since May 25, 1918.)—Olive-Oil.
- 131,060.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 13, 1920. Used since Nov. 10, 1920.)—Rouge Paste, Liquid or Powder.
- 131,062.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 13, 1920. Used since March 1, 1911.)—Hair Tonic and Invigorant.
- 131,088.—Robert C. Pursell, New York, N. Y. (Filed April 13, 1920. Used since about April 1, 1920.)—Perfumes, Toilet Waters, Sachets, Face-Powder, Talcum Powder, Rouge, Shampoo, a Dressing for the Hair, and Face-Cream.
- 131,321.—Fashion Perfume Co., Chicago, Ill. (Filed April 19, 1920. Used since June 15, 1919.)—Lip-Stick, Rouge, Compact Face-Powder, Nail-Polish, Toilet Water, and Perfume.
- 131,059.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 13, 1920. Used since Jan. 12, 1913.)—Antiseptic Liquid-Soap Shampoo and Bath-Foam.
- 131,061.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 13, 1920. Used since March, 1911.)—A Tonic and Invigorant for the Hair and Scalp.
- 131,219.—Jolie, Inc., New York, N. Y. (Filed April 16, 1920. Used since March 10, 1920.)—Rouges, Face-Creams, Toilet Waters, Talcs, Perfumes, Face-Powders, Nail-Polishes, and Lip-Rouges.
- 131,235.—George C. Spencer, South Bend, Ind. (Filed April 16, 1920. Used since June 4, 1919.)—Perfumes.
- 131,388.—Arthur Hugh Montgomery, Montgomery, Ala. (Filed April 20, 1920. Used since Nov. 28, 1919.)—A Skin-Lotion.
- 131,440-131,444.—National Aniline & Chemical Company, Incorporated, New York, N. Y. (Filed April 21, 1920. Used since April 7, 1920.)—Food-Colors.
- 131,452.—Shuptrine Company, Savannah, Ga. (Filed April 21, 1920. Used since March 5, 1920.)—Shampoo.
- 131,460.—B. Altman & Co., New York, N. Y. (Filed April 22, 1920. Used since Oct. 17, 1917.)—Perfume, Toilet Water, Talcum Powder, Face-Powder, Sachet-Powder, and Bath-Salt.
- 131,560.—The Boyd Manufacturing Company, Inc., Birmingham, Ala. (Filed April 24, 1920. Used since June 4, 1919.)—Face-Creams, Talcum Powders, Face-Powders, Perfumes, and Toilet Waters.
- 131,582.—Magnolia Chemical Company, Houston, Tex. (Filed April 24, 1920. Used since Feb. 21, 1919.)—Germicides, Insecticides, and Disinfectants.
- 131,710.—Maurice Levy, New Rochelle, N. Y. (Filed April 27, 1920. Used since 1910.)—A Hair-Coloring Preparation.

- 131,717.—The Zanora Company, New York, N. Y. (Filed April 27, 1920. Used since March 27, 1920.)—Hair-Tonic.
- 131,828.—Roosa & Ratliff Chemical Co., Cincinnati, Ohio. (Filed April 29, 1920. Used since May 25, 1919.)—Toilet Preparations—Namely: Face-Powder, Rouge, and Cold-Cream.
- 131,890.—U. S. Sanitary Specialties Corporation, Chicago, Ill. (Filed April 30, 1920. Used since April, 1918.)—Deodorant and Germicide.
- 131,925.—Talcum Puff Co., New York, N. Y. (Filed May 1, 1920. Used since April 23, 1920.)—Toilet Preparations—Namely: Talcum Powder.
- 131,979.—The J. E. Martin Co., Des Moines, Iowa. (Filed May 3, 1920. Used since Jan. 20, 1920.)—Hand and Face Lotion, Face-Powder, Rouge, Cold-Cream, Vanishing Cream, Talcum Powder, Perfumes and Toilet Waters.
- 131,989.—Salux Laboratories, Inc., Seattle, Wash. (Filed May 3, 1920. Used since April 1, 1920.)—Hair-Shampoo.
- 132,173.—Marshall V. Fitz Water. Hot Springs, Ark. (Filed May 5, 1920. Used since March 1, 1920.)—Hair and Scalp Tonic.
- 132,327.—Talcum Puff Co., Brooklyn, N. Y. (Filed May 11, 1920. Used since May 1, 1920.)—Toilet Preparations—viz.: Talcum Powder.
- 132,395.—John B. Kori, Jacksonville, Fla. (Filed May 13, 1920. Used since October, 1919.)—Hair-Tonic.
- 132,435.—Jacob Hauser, Oakland, Calif. (Filed May 14, 1920. Used since April 10, 1920.)—A Preparation for the Treatment of the Hair and Scalp.
- 132,624.—Zauder Bros., Inc., New York, N. Y. (Filed May 18, 1920. Used since May 12, 1920.)—Hair-coloring.
- 132,748.—E. H. Lee, Knoxville, Tenn. (Filed May 21, 1920. Used since July, 1919.)—Preparation for Use in Promoting the Growth of Hair, a Hair-Dressing Oil.
- 132,790.—Savanna V. Howard, Chicago, Ill. (Filed May 22, 1920. Used since April 19, 1920.)—Hair-Tonic.
- 132,804.—The Mills Brothers Company, Cincinnati, Ohio. (Filed May 22, 1920. Used since Sept. 1, 1915.)—Soap and Metal-Polishing Cloth.
- 132,833.—Charlotte Wiley, Chicago, Ill. (Filed May 22, 1920. Used since Jan. 15, 1920.)—Deodorant or Perspiration-Powder.
- 132,898.—Jacob Tanenbaum, New York, N. Y. (Filed May 24, 1920. Used since February, 1920.)—Toilet Preparations, viz.: Rouge and Face-Powder.
- 133,186.—Jacob Stern & Sons, Philadelphia, Pa. (Filed June 2, 1920. Used since March 15, 1920.)—Tallow, Oleo-Oil, and Oleo-Stearin.
- 133,752.—Softola Products Company, Indianapolis, Ind. (Filed June 15, 1920. Used since May, 1919.)—Skin-Cleanser in the Form of a Powdered Soap.
- 134,733.—The Sani-Mani Laboratory, Long Beach, Calif. (Filed July 8, 1920. Used since July, 1916.)—A Preparation Used to Soften Cuticle and Remove Stains.
- 134,852.—John B. Rolle, Minneapolis, Minn. (Filed July 12, 1920. Used since June 24, 1920.)—Onion Extract and Garlic Extract for Food-Flavoring.
- 134,863.—The Tisco Company, Chicago, Ill. (Filed July 12, 1920. Used since 1915.)—Concentrated Vanilla Flavoring for Foods.
- 134,877.—Best Yet Soap Company, Norwich, Conn. (Filed July 13, 1920. Used since 1910.)—A No-Water Hand-Soap.
- 134,914-134,915.—The Palmolive Company, Milwaukee, Wis. (Filed July 13, 1920. Used since 1884.)—Soap.
- 134,934.—Chesbrough Manufacturing Company, Consolidated, New York, N. Y. (Filed July 14, 1920. Used since 1880 or before.)—Toilet Soap.
- 135,117-135,118.—The Southern Cotton Oil Company, Jersey City and Bayonne, N. J.; New York, N. Y.; Gretna, La.; Savannah, Ga., and Chicago, Ill. (Filed July 17, 1920. Used since about Oct. 18, 1919.)—An Edible Oil Composed of Fatty, Oleaginous, or Unctuous Food Substances.
- York, N. Y. Filed March 11, 1920. Serial No. 129,538. Published May 18, 1920.
- 134,627.—Tooth-Paste. The Dentocide Chemical Co., Baltimore, Md. Filed January 3, 1920. Serial No. 126,762. Published May 18, 1920.
- 134,628.—Shaving-Cream. Frank De Palma, Brooklyn, N. Y. Filed February 18, 1920. Serial No. 128,558. Published May 18, 1920.
- 134,635.—Certain named Toilet Preparations. Druggists Concentrates Co., Pittsburgh, Pa. Filed December 5, 1919. Serial No. 125,606. Published May 11, 1920.
- 134,654.—Foot-Lotion. Gary Laboratories Company, Gary, Ind. Filed January 20, 1920. Serial No. 127,364. Published May 11, 1920.
- 134,681.—Remedy Against Dandruff and a Tonic to Stimulate the Growth of Hair. Ramona M. Holquin, Douglas, Ariz. Filed December 1, 1919. Serial No. 125,457. Published May 11, 1920.
- 134,684.—Certain Named Toilet Preparations. Richard Hudnut, New York, N. Y. Filed October 31, 1919. Serial No. 124,407. Published April 27, 1920.
- 134,689.—Deodorants and Preparations for the Relief of Excessive Perspiration. Carl B. Imrie, Brooklyn, N. Y. Filed January 19, 1920. Serial No. 127,286. Published May 11, 1920.
- 134,695.—Corn Remedies, Cough Medicine, A Liniment, and Hair-Tonic. Joseph C. Jonas, Brooklyn, N. Y. Filed October 15, 1919. Serial No. 123,811. Published May 18, 1920.
- 134,697.—Soap. Adolf Kasser, Philadelphia, Pa. Filed March 11, 1920. Serial No. 129,553. Published May 18, 1920.
- 134,698.—Pomade Hair-Dressing. Jacob J. Kaufman, Columbus, Ga. Filed December 9, 1919. Serial No. 125,752. Published May 18, 1920.
- 134,701.—Hair-Tonic. Elizabeth Kiger, Birmingham, Ala. Filed Dec. 15, 1919. Serial No. 126,039. Published May 11, 1920.
- 134,706.—Hair-Tonic. Sonia Kurman, New York, N. Y. Filed Nov. 11, 1919. Serial No. 124,758. Published April 27, 1920.
- 134,711.—Certain Named Toilet Preparations. Lazell Perfumer, Newburgh, N. Y. Filed Oct. 15, 1919. Serial No. 123,813. Published May 18, 1920.
- 134,722.—Certain Named Toilet Preparations. The Lustrite Corporation, Brooklyn, N. Y. Filed Dec. 12, 1919. Serial No. 125,893. Published May 18, 1920.
- 134,755.—Paste Soap. The Ohio Varnish Company, Cleveland, Ohio. Filed May 9, 1919. Serial No. 118,325. Published May 18, 1920.
- 134,756.—Hair-Dyes and Hair-Shampoo. Ori-Ori Company, New York, N. Y. Filed August 8, 1919. Serial No. 121,409. Published Jan. 6, 1920.
- 134,757.—Toilet and Shaving Soap. Solon Palmer, New York, N. Y. Filed March 10, 1920. Serial No. 129,512. Published May 18, 1920.
- 134,760.—Soap. Bettie Parker, Lackawanna, N. Y. Filed Feb. 25, 1920. Serial No. 128,895. Published May 18, 1920.
- 134,766.—Remedy to Promote the Growth of the Hair. Charles Poetzel, Baltimore, Md. Filed Jan. 3, 1920. Serial No. 126,777. Published May 11, 1920.
- 134,773.—Soap. The Procter and Gamble Company, Cincinnati, Ohio. Filed Feb. 27, 1920. Serial No. 128,980. Published May 18, 1920.
- 134,805.—Powdered Lye. The Sinclair Manufacturing Company, Toledo, Ohio. Filed Jan. 19, 1920. Serial No. 127,337. Published May 11, 1920.
- 134,806.—Powdered Lye. The Sinclair Manufacturing Company, Toledo, Ohio. Filed Jan. 19, 1920. Serial No. 127,338. Published May 11, 1920.
- 134,818.—Isopropyl Alcohol. Standard Oil Company, New York, N. Y. Filed Jan. 17, 1920. Serial No. 127,265. Published May 11, 1920.
- 134,835.—Preparation Having Deodorant, Antiseptic and Perspiration-Absorbent Properties. United Drug Company, Boston, Mass. Filed Dec. 26, 1919. Serial No. 126,497. Published May 11, 1920.
- 134,845.—Hair-Grower. Mamie E. Watson, Jackson, Miss. Filed Dec. 22, 1919. Serial No. 126,338. Published May 18, 1920.

TRADE MARK REGISTRATIONS GRANTED.

134,558. Hair-Restorer. Cleveland L. Waters, Seattle, Wash. Filed August 15, 1919. Serial No. 121,702. Published May 4, 1920.

134,620.—Hand-Soap. The Cope-Walton Co., Inc., New

- 134,880. Soap, Shaving-Sticks, Shaving-Cream, Shaving-Powder. American Safetee Soap Corporation (now by change of name Safetee Soap Corporation), Brooklyn, N. Y. Filed Jan. 10, 1920. Serial No. 126,983. Published June 1, 1920.
- 134,885. Hair-Tonic. Arthur Antoine, New York, N. Y. Filed Jan. 14, 1920. Serial No. 127,103. Published April 27, 1920.
- 134,888. Hair-Tonic and Dandruff-Preventive. The Atlanta Barbers' Supply Co., Atlanta, Ga. Filed Jan. 14, 1918. Serial No. 108,444. Published March 16, 1920.
- 134,909. Washing-Powder. Citrus Soap Company, San Diego, Calif. Filed Feb. 18, 1920. Serial No. 128,542. Published June 1, 1920.
- 134,910. Soap. H. Clarke & Sons, Inc., Baltimore, Md. Filed Aug. 27, 1919. Serial No. 122,040. Published June 1, 1920.
- 134,938. Toilet Powder. George B. Evans, Philadelphia, Pa. Filed Jan. 28, 1920. Serial No. 127,680. Published May 25, 1920.
- 134,939. Toilet Powder. George B. Evans, Philadelphia, Pa. Filed Jan. 28, 1920. Serial No. 127,681. Published May 25, 1920.
- 134,943. Hair-Invigorator. Raffaele A. Farese, Newark, N. J. Filed Dec. 19, 1919. Serial No. 126,248. Published April 27, 1920.
- 134,947. Dentifrice. The Forsyth Dental Infirmary for Children, Boston, Mass. Filed Nov. 17, 1919. Serial No. 124,983. Published May 18, 1920.
- 134,951. Ointment for Use in the Treatment of Pimples, Dandruff, and Dry, Scaly Eczema. J. F. Gallaher, Dayton, Ohio. Filed Nov. 22, 1919. Serial No. 125,178. Published May 25, 1920.
- 134,952. Hair-Tonic, Hair-Gloss, and Shampoo Preparation. Polly B. Garden, New York, N. Y. Filed Dec. 27, 1919. Serial No. 126,511. Published May 11, 1920.
- 134,966. Liquid Soap. The Hexter-Stewart Corporation Company, Cleveland, Ohio. Filed Sept. 28, 1918. Serial No. 113,468. Published June 1, 1920.
- 134,991. Preparations For the Treatment of Eczema and Other Skin and Scalp Eruptions. Edward M. Laakman, Farmington, Mo. Filed Jan. 16, 1920. Serial No. 127,218. Published April 27, 1920.
- 134,992. Soap. Lange Soap Co., San Antonio, Tex. Filed Aug. 29, 1919. Serial No. 122,127. Published June 1, 1920.
- 134,993. Scalp-Ointment. Laura J. Larivee, Detroit, Mich. Filed Dec. 1, 1919. Serial No. 125,467. Published April 27, 1920.
- 135,008. Soap. M W M. Soap Co., San Jose, Calif. Filed March 22, 1920. Serial No. 130,309. Published June 1, 1920.
- 135,015. Soap. The Mills Brothers Company, Cincinnati, Ohio. Filed Dec. 17, 1919. Serial No. 126,187. Published June 1, 1920.
- 135,022. Pastelike Preparation for Shaving and Skin-Healing Purposes. The Napco Corporation, Indianapolis, Ind. Filed March 13, 1920. Serial No. 129,641. Published June 1, 1920.
- 135,027. Soaps. The Omega Chemical Company, New York, N. Y. Filed Dec. 31, 1919. Serial No. 126,695. Published June 1, 1920.
- 135,028. Soap and Soap Chips. Pacific Coast Borax Co., New York, N. Y. Filed March 16, 1920. Serial No. 129,795. Published June 1, 1920.
- 135,038. Tooth-Paste and Tooth-Powder. A. E. Peck Manufacturing Company, Minneapolis, Minn. Filed Dec. 19, 1919. Serial No. 126,258. Published May 25, 1920.
- 135,047. Soap. The Procter and Gamble Company, Cincinnati, Ohio. Filed March 15, 1920. Serial No. 129,745. Published June 1, 1920.
- 135,048. Washing-Powder. Frank O. Quinn, Omaha, Nebr. Filed April 6, 1920. Serial No. 130,731. Published June 1, 1920.
- 135,062. Powder-Puff. Leon Russell Rose, New Haven, Conn. Filed Dec. 26, 1919. Serial No. 126,486. Published June 1, 1920.
- 135,079. Stearate of Zinc, as Employed by Manufacturers of Toilet Preparations. The Stearty Co., Inc., New York, N. Y. Filed Jan. 26, 1917. Serial No. 100,978. Published May 18, 1920.
- 135,081. Certain Pharmaceutical Preparation Used in Dressing of the Hair and Cleansing the Scalp. Oscar P. Strayhorn, St. Louis, Mo. Filed Sept. 29, 1919. Serial No. 123,263. Published May 25, 1920.
- 135,159. Soap Flakes for Laundry Purposes. Samuel Isaac Welscher, New York, N. Y. Filed Nov. 29, 1919. Serial No. 125,447. Published June 1, 1920.
- 135,172. Scalp Remedies, a Liquid Preparation Used in Treatment of the Hair. Theodore J. Yntema, Scranton, Pa. Filed Sept. 12, 1918. Serial No. 113,153. Published May 4, 1920.
- 135,173. Soap Flakes. Chas. W. Young & Co., Philadelphia, Pa. Filed Sept. 23, 1919. Serial No. 123,047. Published June 1, 1920.
- 135,199. Soap. George Borgfeldt & Co., New York, N. Y. Filed Dec. 23, 1918. Serial No. 114,775. Published May 25, 1920.
- 135,211. Lotion For Chapped Hands, Sunburn, Salt-Rheum, and Chafing. Charles D. Clinton Co., Kingston, N. Y. Filed Jan. 6, 1920. Serial No. 126,849. Published April 27, 1920.
- 135,217. Washing-Powder. Citrus Soap Company, San Diego, Calif. Filed April 14, 1919. Serial No. 117,436. Published May 25, 1920.
- 135,218. Washing-Powder. Citrus Soap Company, San Diego, Calif. Filed April 14, 1919. Serial No. 117,437. Published May 25, 1920.
- 135,219. Washing-Powder. Citrus Soap Company, San Diego, Calif. Filed April 14, 1919. Serial No. 117,438. Published May 25, 1920.
- 135,241. Hair-Tonic. William H. Forst, Scottsdale, Pa. Filed March 26, 1918. Serial No. 109,798. Published May 25, 1920.
- 135,288. Skin-Lotions. Mutual Drug Company, Ellenville, N. Y. Filed Dec. 16, 1918. Serial No. 114,676. Published May 25, 1920.
- 135,297. Rubefacient and Anodyne Cream. The E. L. Patch Co., Stoneham, Mass. Filed Sept. 5, 1919. Serial No. 122,366. Published May 25, 1920.
- 135,313-13324.—Rosin. Rosin & Turpentine Export Company, New York, N. Y., and Savannah, Ga. Filed March 5, 1920. Serial No. 129,280. Published June 1, 1920.

PATENTS GRANTED.

- 1,353,169. Process of Extracting Oils from the Peel of Citrus Fruits. Frank Alexander McDermott, Washington, D. C. Filed Jan. 13, 1916. Serial No. 71,883. 8 Claims.
1. The herein described method of recovering the oily substances from the peels of citrus and other fruits, it consisting in abstracting from the said peels the native water therein at a temperature below that at which the oily substances therein are vaporized, then supplying from an external source a vapor capable of withdrawing oil and causing it to intimately commingle with and pass among and through the particles of the peels while in masses, collecting the vapors that pass away from the said masses, condensing said vapors into liquid forms, stratifying separately the oily liquids and the other liquids of condensation, and then separating the liquids.
- 1,353,258. Perfumier. Louis Linneaus Martin, Toronto, Ontario, Canada. Filed May 17, 1919. Serial No. 297,933. 3 Claims.
1. A perfumier, comprising a hollow fan-shaped member formed of thin sheet material having a container portion adapted to contain a supply of perfume, the faces of the fan-shaped member having longitudinal grooves leading to pocket-shaped openings directing the air inwardly and the outer edge of the fan-shaped member having perforations therethrough.
- 1,353,281. Vanity-Case. Robert H. Sharp, Chicago, Ill. Filed June 14, 1920. Serial No. 388,959. 3 Claims.
3. In a toilet article container, the combination with a cylindrical open bottom member and a cup shaped closure member adapted for operative engagement with each other, of means for securing a toilet article within the latter, a mirror within the former and visible through said open

bottom, and a toilet preparation cup removably positioned within said lower member and adapted to hold the mirror in place.

1,354,970. Vanity-Case. Samuel Haslam, Attleboro, Mass. Filed March 29, 1920. Serial No. 369,722. 3 Claims.

1. A vanity case, comprising a receptacle, a partition in the receptacle dividing the latter into two compartments, a cover hinged to the partition and adapted to close the receptacle, and a catch on the partition adapted to lock the cover in closed position.

DESIGN PATENTS GRANTED.

56,264. Talcum-Powder Box. Francis X. Beckman, New York, N. Y., assignor to American Can Company, New York, N. Y., a corporation of New Jersey. Filed May 20, 1920. Serial No. 382,986. Term of patent 14 years.

56,274. Talcum-Tin. Martha Halowell Connor, Baltimore, Md., assignor to the Tin Decorating Company of Baltimore, Baltimore, Md., a corporation of New Jersey. Filed June 21, 1920. Serial No. 390,659. Term of patent 14 years.

The ornamental design for a talcum tin, as shown.

The ornamental design for an elastic tire tread as shown.

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taining alcohol; examine bonds; conduct trade investigations to determine whether products are bona-fide and whether permitted articles are manufactured in accordance with approved formulae.

The Industrial Alcohol and Chemical Division will have supervision of the construction and operation of industrial alcohol and denaturing plants, and control of the work of the plant officers; develop uses of denatured alcohol by laboratory work and research; examine denatured alcohol samples; examine samples of toilet articles, flavoring extracts, etc., and report result of analysis to the permit division.

It is understood that the Solicitor of the Bureau of Internal Revenue has prepared an opinion in which he holds that liquid medicinal preparations are not entitled to tax free alcohol under the Volstead Act. No announcement has yet been made by the Bureau of Internal Revenue, but it is understood that the opinion has been approved by Commissioner Williams.

Capt. D. Spencer Bliss, head of the executive division of the prohibition unit, has been appointed assistant prohibition commissioner to succeed H. M. Gaylord, resigned.

FINDS ARTIFICIAL SOFT DRINKS PROPERLY LABELED.

Dr. Fowler, the health officer of the District of Columbia, is advising Washingtonians to watch the labels on fruit juice soft drinks if they want to be sure they are getting the natural fruit beverage and not one that is artificially colored.

The District health officer said that several months ago he obtained samples of a number of soft drinks to determine if they contained the natural fruit juices. He said that, while his chemists found that some of them were not made of the natural juice, the labels clearly stated that the beverage was artificially prepared. Since the beverages were correctly labeled, there was no violation of law.

HEARING ON PRICE DECLINE GUARANTEES.

One of the most interesting happenings in Washington recently was the conference held before the Federal Trade Commission on October 5 and 6 relative to guarantee against price decline. Unfortunately, the perfumery industry was not represented at the conference, but the sentiments which were expressed both in favor of and against the principle should be of very particular interest to the trade.

Chairman Murdock briefly explained that many complaints have been received from time to time by the Commission relative to guarantee against price decline and

he stated that the Commission was holding the conferences for the purpose of getting the views of various branches of the different industries. James A. Goldsmith, vice-president of the Silk Association of America, told the Commission that the members of his association are unalterably opposed to a guarantee against price decline, because, for one thing, it encourages questionable speculation and causes overloading of stocks. The price guarantee, he said, is not in the interest of the public.

John Bradshaw, representing the National Retail Grocers' Association, said that in his estimation the manufacturers had merely taken up the guarantee against price decline to maintain prices on a high level and not with the idea of reimbursing the retailer. This price decline matter was started, Mr. Bradshaw said, when prices were high and the manufacturers desired to keep them on that level. He pointed out that if enough manufacturers and wholesalers made any such guarantee, that things would never get cheaper.

T. D. McCloskey, representing the National Association of Sheet and Tin Plate Manufacturers, said that the manufacturers had decided it was fundamentally and economically wrong, and therefore it had been abolished. He also pointed out that the practice is nothing but a form of rebating and creates speculative buying.

Julian Armstrong, representing the Armstrong Bureau of Related Industries, declared that selling prices should be regulated by competition and not by guarantees. The policy, he said, is entirely one-sided and indicates in most cases a disposition on the part of the seller to "cinch" the prospective business, and, as such, is an incentive to overload the buyer, who accepts the overload in the majority of cases without any sense of real or moral responsibility or as often expects later to trim the order according to his local situation and the price finally named. He added:

"Few manufacturers outside of those producing a patented, well established article can truthfully say their selling prices are not more or less regulated by their competition."

W. H. Scott, Jr., of the Susquehanna Silk Mills, spoke in favor of the guarantee, stating that his firm had taken the principle up as an emergency measure; that they found it stimulated business, and that it worked no hardship on their competitors.

E. Clark, representing the Rubber Association of America, told the Commission that this practice has been used by the industry for more than half a century without criticism. The Rubber Association, Mr. Clark said, favors a limited guarantee.

G. Carroll Todd, former Assistant Attorney General of the United States, appeared on behalf of the Corn Products Refining Company, which favors this policy. He said this guarantee against price decline promotes the continuity of production, making the orders from the jobbers more regular and not so sporadic.

Chairman Murdock announced that opportunity would be given for thirty days, to those interested, to file briefs both for and against the guarantee against price decline.

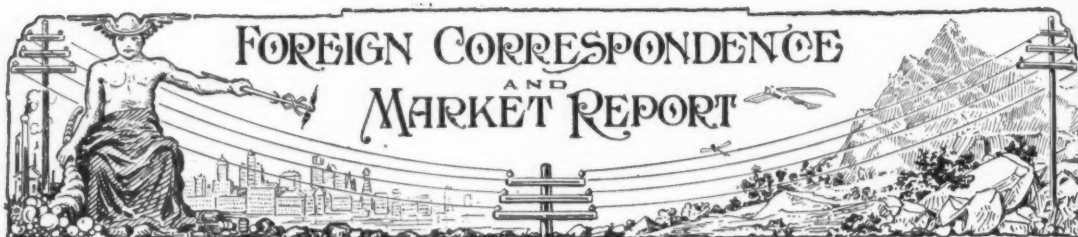
Protection of Trade Names in Australia

It has been suggested that American concerns doing business in Australia, but not registering the trade name of their product, might find it to their advantage to keep a record of their first sales, as in case of a question arising concerning the use of the same or similar names by other concerns. Recent trade-mark decisions show that the decision is in favor of the firm proving previous use.

Chinese Wants "The Perfumer."

(From Dr. Lita Tong, Lh 37 Baikal Road, Shanghai, China.)

We have heard so much about THE AMERICAN PERFUMER and people say it is the most progressive magazine in the perfumery industry ever published. Therefore we would like to know the subscription price for the same. If there is any possibility to mail us a copy, and certainly we are heartily appreciated.



DUTCH WEST INDIES.

FOREIGN TRADE.—Recent consular advices show the following imports in 1919: Bay rum, \$4,122, all from United States, a heavy increase; perfumery, \$10,898, of which the United States supplied \$4,347, being a gain in total, but a loss in the latter figures; soap, \$22,038, of which \$10,042 was from the United States, both items showing considerable increase over 1918.

FRANCE.

EXPORTS FROM PARIS.—The total declared exports from Paris consular district to continental United States for the nine months ended September 30, 1920, amounted to \$196,997,917 against \$56,737,756 for the corresponding period of 1919. The principal increases were in perfumery, jewelry, precious stones, etc. Notable decreases were potash and seeds.

HOLLAND.

PROPOSED LUXURY TAX.—A new bill for levying a luxury tax has been sent by the Dutch Minister of Finance to the various chambers of commerce of Holland for their perusal and criticism. The proposed tax provides for a levy on articles upon delivery to the purchaser by the manufacturer, or by those who prepare the goods, work them up, or who cultivate them. A duty of the same amount will be placed upon similar articles that are imported. The articles taxed are divided into three classes and are subject to the respective rates of 2, 10, and 20 per cent. The criticism has been made that many of the articles taxed cannot be considered as luxuries, but could be better classified as necessities. It is estimated that the tax will yield about 24,000,000 florins a year.

SEYCHELLES.

ESSENTIAL OILS.—During the last twelve months the manufacture of cinnamon oil, cinnamon-bark oil, and clove oil, which was started last year in the Seychelles, has made some progress. Prices have, however, fluctuated, and it is not certain what the tendency of the market for these oils will be during the coming months.

SWEDEN.

SOAP COMBINE ENDS.—The fusion of interests which existed between all the Swedish soap manufacturers has been dissolved and free competition has begun, with the result that the prices of all kinds of soap have been considerably reduced.

SWITZERLAND.

EXPORTS.—Exports of perfumery and substances for the manufacture of perfumery from Switzerland to the United States grew from \$197,007 in 1918 to \$387,023 in 1919.

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Hesitancy on the part of the majority of consumers of essential oil products to commit themselves, even at the present sacrifice prices has in no wise abated, and business for the most part has continued along hand to mouth lines. Keen competition has developed on practically all essential oil commodities and sales in quite a few instances have been pressed at forced concessions. While the gradual recession of prices is regarded in the nature of a healthy development as bringing us just so much nearer the time when business can resume on its pre-war basis, it is not felt that the readjusting process is in yet a sufficiently advanced stage to permit of free purchases for anticipatory purposes. The difficulties of securing financial accommodations from banks have placed a further handicap on import operations from seats of production in Italy, France and Anatolia, to say nothing of the obstacles placed in the way of marketing our own crop of domestic essences.

In their desire to realize as quickly as possible on such surplus products as were purchased before the present slump hit the market, dealers have been offering resale material at prices well below those which first hands have been willing to meet. The point has rapidly approached where every wholesaler, manufacturer and jobber has been forced to effect economies in the details of his business so that withal, credit for keeping plants running under trying conditions should not be denied under these trying conditions.

Illustrative of existing conditions in the essential oil line are the repeated offers at sacrifice prices from Messina, Marseilles and other points of products which consumers stocked up on last year at prices averaging about 25 per cent higher than the existing level. Thus in spite of the fact that offers of orange have been seen here within the past few days at as low as \$3.25, which contrasts with \$12 a high water point attained during the war, dealers will not entertain offers on existing stocks under \$5. Tenders of lemon oil from Italy at as low as 95 cents failed to elicit more than a passing interest in view of the fact that new crop goods are expected to put in an appearance at an early date. Bergamot was an exception to the rule of declines in foreign products for on the clearance of cheap parcels which had been pressed for sale prices were sharply jacked up to the extent of \$1.25 a pound. In the case of orange oil, dealers were content to sell out old crop goods for whatever price they could get in view of the fact that new crop for December-January would soon be offered at attractive price.

French flower essences have attracted considerable interest. Following a precipitate advance to 8,000 and 10,000 francs per kilo in the price of oil of neroli by the three largest producers at Marseilles leading New York handlers have jumped their asked price to \$600. Oil of patchouly has also been a target for bullish operations owing to the development of an unexpected scarcity.

Private advices from seats of production of peppermint oil in Michigan and Indiana supplementing the report of

(Continued on page 308)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per pound	\$9.00-\$10.00	Orange, sweet Italian	5.50- 6.00	Ethyl Cinnamate	8.00-10.00
Almond, S. P. A.	9.50-10.50	Origanum	.60- 1.00	Eucalyptol	1.25- 1.30
Almond, Artificial	1.10- 1.30	Orris Root, concrete, foreign	5.50- 5.75	Eugenol	. 6.50
Almond, Sweet True	.75- .85	Orris Root, concrete, domestic	5.25- 5.50	Geraniol, domestic	4.00- 4.50
Almond, Peach-Kernel	.45- .55	Orris Root, absolute (oz.)	40.00-45.00	Geraniol, foreign	5.00- 5.25
Amber, Crude	1.40- 1.50	Parsley	6.75- 7.25	Geraniol from citronella	4.75- 5.00
Amber, Rectified	1.85- 1.95	Patchouly	22.50-25.00	Geranyl Acetate	8.00
Amyris balsamifera	6.00- 6.50	Pennyroyal, American	2.25- 2.50	Heliotropin, domestic	5.00- 5.25
Anise	1.00- 1.15	Pennyroyal, French	2.00- 2.25	Indol, C. P. (oz.)	20.00
Anise, Lead free	1.10- 1.20	Peppermint	6.50- 6.75	Iso-Butyl-Salicylate	nominal
Aspic (spike)	2.25- 2.50	Peppermint, redistilled	7.00- 7.25	Iso-Eugenol	8.50
Bay, Porto Rico	4.25- 4.50	Petit Grain, So. American	5.75- 6.00	Linalol	13.00-13.50
Bergamot, 35-36%	7.25- 7.50	Petit Grain, French	41.00	Linalyl Acetate	20.00-25.00
Birch (Sweet)	5.75- 6.00	Pimento	4.25- 4.50	Linalyl Benzoate	nominal
Birchtar, Crude	.90- 1.25	Pine Needles, from Pinus Sylvestris	nominal	Menthyl Anthranilate	10.00
Birchtar, Rectified	2.50- 2.60	Rose, Bulgarian (ounce)	9.00-15.00	Methyl Cinnamate	8.25- 9.50
Bois de Rose, Femelle	10.00-12.50	Rose, French (ounce)	18.00	Methyl Heptenone	9.00-11.00
Cade	1.00- 1.10	Rosemary, French	1.50- 1.60	Methyl Heptene Carbon	125.00-140.00
Cajeput	.80- .85	Rosemary, Spanish	1.10- 1.20	Methyl Paracresol	16.00-25.00
Calamus	12.00-15.00	Rue	4.25- 5.00	Methyl Salicylate	.75- .80
Camphor, Jap. "white"	.55- .60	Sage	. 5.75	Mirbane, rect. drums	.19- .21
Cananga, Java	5.50- 5.75	Safron	.90- 1.00	Musk Ambrette	65.00-75.00
Cananga, Java, Rectified	6.00- 6.25	Sandalwood, East India	11.00-11.50	Musk Ketone	35.00-40.00
Caraway Seed	2.75- 3.25	Sassafras, artificial	.75- .85	Musk Xylene	10.00-11.00
Cardamon	22.00-25.00	Sassafras, natural	1.90- 2.10	Nonylic Alcohol	nominal
Carvol	. 6.50	Savin, French	6.25- 6.50	Phenylacetaldehyde	30.00-40.00
Cassia, 75-80% Technical	1.60- 1.65	Snake Root	24.00-25.00	Phenylethyl Alcohol	30.00-35.00
Cassia, Lead free	1.75- 1.85	Spearment	8.50- 9.50	Phenylacetic Acid	10.00-15.00
Cedar Leaf	1.60- 1.65	Spruce	.90- 1.25	Rhodinol, domestic	nominal
Cedar Wood	.70	Tansy	7.50- 9.00	Rhodinol, foreign	25.00-30.00
Celery	20.00-22.00	Thyme, French, red	1.85- 1.90	Skatol, C. P. (oz.)	57.00
Cinnamon, Ceylon	27.00-28.00	Thyme, French, white	2.00- 2.25	Terpineol, C. P., domestic	1.40- 1.50
Citronella, Ceylon	.60- .65	Thyme, Spanish, red	1.95- 2.00	Terpineol, C. P., imported	nominal
Citronella, Java	1.30- 1.35	Vetivert Bourbon	13.50-14.00	Terpinyl Acetate	3.50- 3.75
Cloves, Bourbon	3.00- 3.25	Wintergreen (genuine gaultheria)	9.50	Thymol	11.50-12.00
Cloves, Zanzibar	2.50- 2.60	Wormseed	5.50- 6.00	Violet, artificial	14.00-18.00
Copaiba	.85- .90	Wormwood	15.00-16.00	Vanillin	.85- .90
Coriander	35.00	Ylang-Ylang, Manila	35.00-40.00	BEANS	
Croton	1.25- 1.50	Ylang-Ylang, Bourbon	16.00-18.00	Tonka Beans, Para	1.00- 1.10
Cubeb	8.25	AROMATIC CHEMICALS		Tonka Beans, Angostura	1.60- 1.75
Cumin	9.00-10.00	Acetophenone	6.25- 8.00	Vanilla Beans, Mexican	4.25- 5.00
Eriogon	5.75- 6.00	Amyl Salicylate, dom.	2.25- 2.50	Vanilla Beans, cut	3.50- 3.75
Eucalyptus, Aus. 70%	.65- .75	Amyl Salicylate, for.	7.00- 8.00	Vanilla Beans, Bourbon whole	2.50- 3.00
Fennel, Sweet	2.75- 3.00	Anethol	2.50- 2.75	Vanilla Beans, Bourbon cut	2.35- 2.50
Geranium, African	9.50-10.50	Anisic Aldehyde, foreign	12.00-15.00	Vanilla Beans, Tahiti yellow label	1.75- 1.85
Geranium, Bourbon	8.50- 9.50	Benzaldehyde, domestic	1.50	SUNDRIES	
Geranium, Turkish (palma rosa)	4.75- 5.00	Benzaldehyde, F. F. C. domestic	2.40- 2.50	Alcohol, cologne spirits, gallon	6.00-7.00
Ginger	8.00- 8.50	Benzyl Acetate, domestic	2.25	*Ambergris, black (oz.)	8.00-12.00
Gingergrass	3.25- 3.50	Benzyl Acetate, foreign	5.50- 5.75	Ambergris, gray	27.50-30.00
Guajac (Wood)	6.00- 6.25	Benzyl Alcohol	2.25	Chalk, precipitated	.04- .10
Hemlock	1.00- 1.25	Benzyl Benzoate	3.50	Civet, horns (oz.)	3.00- 3.25
Juniper Berries, Rectified	4.00- 4.50	Borneol	3.50	Lanolin hydrous	.15- .20
Lavender, English	24.00	Bornylacetate	5.00- 6.00	Lanolin anhydrous	.20- .25
Lavender, Fleurs	9.00-10.00	Bromstyrol	10.00	Menthol	6.00- 6.50
Lavender, Spanish	2.25- 2.50	Cinnamic Acid	7.25- 7.50	*Musk Cab., pods. (oz.)	18.00-20.00
Lemon	1.20- 1.25	Cinnamic Alcohol	36.00-40.00	Musk, Cab, grains (oz.)	28.00-30.00
Lemongrass	3.00	Cinnamic Aldehyde	5.50	Musk, Tonquin, pods (oz.)	35.00-40.00
Limes, Distilled	1.75- 2.00	Citral	7.50- 8.00	Musk, Tonquin, grains (oz.)	40.00-60.00
Limes, expressed	5.50- 6.00	Citral C. P.	7.50- 8.00	Orris Root, Florentine, whole	.13- .15
Linaloe	6.00- 6.25	Citronellol, domestic	16.00-18.00	Orris Root, powd. & Gran.	.18- .20
Mace, distilled	1.50- 1.60	Citronellol, foreign	25.00-30.00	Rice Starch	.20- .25
Mustard, genuine	27.00-30.00	Cumarin, natural	6.50- 7.00	Talc, Italian (ton)	50.00-55.00
Mustard, artificial	4.75- 5.00	Cumarin, artificial, dom.	6.50- 7.00	Talc, French (ton)	35.00-45.00
Neroli, petale "Bigarde"	400.00-600.00	Cumarin, artificial, for.	nominal	Talc, domestic (ton)	18.00-20.00
Neroli, Bigarde	300.00-600.00	Diphenylmethane	2.25- 2.50	*Nominal.	
Neroli, other brands	110.00-120.00	Diphenyloxide	2.00- 2.50		
Nutmeg	1.60				
Opoponax	nominal				
Orange, bitter	5.00- 6.00				
Orange, sweet, West Ind.	5.00- 5.50				

THE MARKET.

(Continued from page 306)

the special committee appointed by growers give authentic information on the 1920 yield. Estimates point to a crop of 325,000 pounds which besides a large carry-over from the 1919 crop will insure a supply more than enough to meet all consuming requirements. A year ago the yield of peppermint was 275,000 to 300,000 pounds. Very little peppermint oil has so far gone into the hands of actual consumer and most dealers to pursue a hand to mouth policy average price of the new crop oil will be about \$6 a pound. So far the lowest price at which new oil has changed hands has been \$6 a pound, but with the tendency of the consumer and most dealers to pursue a hand to mouth policy it is expected that prices will recede slowly. Since prices this year are again very high, it is expected that the consumption of Japanese oil will increase and in consequence just as large a quantity of domestic peppermint will be carried over into next crop as was brought over from the year previously when the total was 150,000 to 200,000 pounds.

New crop spearmint oil is reaching the market with the result that prices are about \$2 lower. Dealers in sassafras oil are being constantly underquoted although the open market quotation holds strong in the absence of definite information as to how much of a tract of wood has been available this year for purposes of distillation. There is a disposition to hold stocks of tansy in the country, but easier conditions may be seen when offers become freer. Distillation of oil of juniper in this country is reported to have been discontinued as cost production exceeds cost of the imported material.

Genuine petit grain essential oil from the South of France has risen to \$14 a pound, although so-called French petit grain is quoted in the trade at \$10 and upwards, while South American grades are offered at \$5.75-\$6. Inferior grades of oil of rose are being pressed for sale at \$9 an ounce and less, but standard goods are quoted within the range of \$9-\$15 an ounce for Bulgarian and \$15-\$18 for French. Bois de rose femelle is cheaper at \$10-\$12.50.

AROMATIC CHEMICALS.

The influence of declining prices in practically all commodity markets has had widespread influence in bringing about a generally lower trading plane in the market for aromatic chemical products. This market has been replete with developments of far reaching importance to the perfumer, but the outstanding development, amply descriptive perhaps of the action of the whole was the sharp cut in musk ambrette. This is the first definite sign of a crack in a market which had been moving upwards almost continuously for four years and the setback is traceable to the urgency with which dealers are now throwing over their stock in the effort to realize as much liquid capital as possible. It is axiomatic that consumers will not buy on a declining market and hand to mouth character of purchases seen in this department are, therefore, no cause for alarm, but regarded as a natural development which will give way to more stable conditions in the course of the next few months. The underlying conditions back of the new turn of events in aromatic chemicals are the reverse of those which brought the market to so phenomenally high a plane. It is expected that future recessions will be slow and gradual, as it is admitted that while manufacturing perfumers in America are turning out greater quantities of goods of choice quality conditions cannot resume their pre-war status while the ban against importation of foreign aromatics remains in force. There are still a great many products on the list which are difficult to secure at any concession from previous levels, but the following have been subjected to some rather sharp downward revisions: benzylacetate; benzyl benzoate, citral C.P., coumarin, heliotropin, iso-eugenol, methyl anthranilate, musk ambrette, musk ketone, musk-xylene, phenylacetaldehyde, phenylethyl alcohol, and vanillin.

VANILLA BEANS.

While buying from consumers such as extract manufacturers is quiet at the moment, there is a feeling that the market is bound to remain strong for the next six months. In fact vanilla beans are about the only commodity on the drug list which never experienced the benefit of war time prices, for with the exception of 1915 when Mexican whole beans sold at \$3.75, current prices for Mexican beans are at the lowest point since 1910. Bourbon beans are in relatively the same position, as they are today selling at the lowest level since 1909. Leading New York handlers, therefore, take the attitude that vanilla beans are too low in price and that there should from now on develop an upward tendency.

The Mexican vanilla bean crop of the past season was regarded as fair, being about on a par with that of a year previously, when the crop was light. The crop of Mexican beans which will be gathered in December will be smaller because of the dry season which has been experienced. During the past season prevalence of plague retarded the crop considerably so that all of the beans that were harvested were quickly snapped up by buyers. In 1918 the Mexican crop was also unusually light as the Mexican Government did practically nothing to aid growers and curers despite the piracy and brigandage which were rampant throughout Mexico.

In view of the above situation in the Mexican crop it is particularly pertinent to note that a large proportion of the crop of Bourbon beans of the past season's crop was not properly cured, so this further diminishes the available supply for trade purposes on this side. About a year ago all Europe awoke to the fact that consumers were again inquiring for vanilla in large quantities. This brought out an unprecedented demand, but this sloped off later on. Just now the principal manufacturers of extract of vanilla are badly handicapped by the International Revenue Department's restrictions on the use of alcohol. A good many of them are short on this solvent at present and consequently are not buying beans except for immediate and pressing requirements.

From abroad comes reports that European demands are holding up well, inquiries from Northern European points flowing into the Marseilles market rather freely, as the luxury embargo which had previously interrupted sales to those countries has been lifted. In local circles the tendency to minimize production costs of vanilla extract are still in evidence for there appears to be a distinct leaning towards Bourbon vanilla because these beans, while not being possessed of perhaps so delicate an aroma as Mexican, nevertheless contain a greater proportion of aromatic constituents in addition to which they are available at a decidedly more attractive price. In fact the prediction is made that if alcohol continues at its present prohibitive price, consumers of vanilla will turn more and more to the Bourbon variety owing to the price consideration alone.

Efforts have been made for the past decade or more by the principal handlers of Mexican and Bourbon vanilla in New York to develop the vanilla bean tube business with the co-operation of the fancy grocery trade all over the country. These efforts have not thus far met with any huge degree of success as it is pretty generally known that in order to get the utmost out of the bean it is necessary to grind it up thoroughly. However, a fair number of fancy grocery stores which cater to exclusive clientele are putting the beans up in cork stoppered test tubes and enjoying a fair sale. Ice cream manufacturers have lately been clamoring for vanilla extract put up in powdered form, and this method of distribution may prove a solution for the snarl caused by the difficulty experienced by extract manufacturers in obtaining supplies of alcohol.

While price shading has been the rule in Bourbon and Mexican vanilla, this has not extended to the Tahiti varieties. The situation in tonca beans is somewhat weaker with offers of the Surinam variety at about 10 cents below previous price levels, while the Angostura grade is 15 to 25 cents a pound lower.



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GERMAN POTASH DROPS IN PRICE.

Following the receipt of word that the German potash trust has dropped the price of its product the American commission in Berlin is expected to be advised to keep in touch with American potash buyers over there. The American commission last summer advised American buyers to hold off on purchases when the German trust was holding its product at \$126 and upwards per ton.

The result was that the stockholders of the German Kali Syndicate, according to information received this month at the State Department in Washington, held a meeting without being called together by their directors. They are said to have demanded that prices be reduced, at least to American buyers. The result was a drop to \$96 per ton. Then American buyers are understood to have gotten busy and placed large orders.

Now they are expected to again refrain from buying, and it is believed they will have the co-operation of this Government. If the latter should become convinced that the cost of potash production in Germany were such as to prevent the sale of the product at a profit for \$96 per ton, it probably would not interfere with a higher price being charged, but it is understood that the American commission in Berlin is in a position to know what it costs the Kali Syndicate to do business and how much money it makes.

GERMAN FAMINE IN OILS AND FATS.

Advices from Berlin under date of September 20, received here this month declare that Germany's vegetable oil industry is on the brink of ruin, according to Counselor Willemsen of the Executive Committee of the "Working Community for Oils and Fats," a semi-official body controlling the German vegetable oil industry. Oil mills are forced to close down on account of a lack of raw materials. Since the latter part of May imports of vegetable oils have been prohibited. The embargo was decreed by the Minister of Economy and Agriculture when demand for vegetable oils ceased. The world market price had gone down and holders of oil were threatened with losses. To protect them an embargo was ordered.

Says the correspondent: When German stocks became depleted sufficiently the embargo, still in force, prevented imports, for it takes some time before bureaucracy will make up its mind. By the time the authorities were ready to let the oil industry profit by lower prices, the values began to rise again. Official red tape thus did its share in preventing German industry to take advantage of the market in the interest of consumers. Since then price control has been abolished and domestic oils have risen in price enormously. Rape, for instance, is 6,000 marks, f. o. b., instead of the fixed price of 2,300 marks.

Germany needs foreign oils and fats. At the same time there is opposition to lifting the embargo entirely. It is claimed an indiscriminate lifting of the prohibition would ruin the really German industry. The *Berlin Tageblatt* points out that there are many oil concerns in which foreign capital is invested. The latter would be the only ones able to import foreign raw materials. Germany would need about 1½ million tons of raw materials, involving an outlay of more than 8 billion marks. German concerns, relying upon purely German resources, would be unable to finance vast transactions of this kind. The firms having foreign capital at their disposal would hog the whole business. The result would be to drive firms trying to maintain their independence into the arms of foreigners. German mills would have to "hire out" to foreigners the same as the textile industry has been doing, for instance. Foreigners would furnish the raw materials and German mills would be paid for the work they perform. The sale of the product again would be in the hands of foreigners.

In order to prevent the "Americanization" (for foreigners means Americans in the main) the Economic Union of the Oil and Fat Industry has been organized. It is a self-governing body supported by the Government. In other words, it is a semi-official organization. Its object is to direct the imports of raw materials into oil mills that are purely German, not aligned with foreign capital.

Composition of Menhaden Oil Fatty Acids.

Further determinations by the melting point method previously described at more length have shown that the solid fatty acids of menhaden oil contain myristic acid and stearic acid, but not arachidic acid. The latter was present in the products of the hydrogenation of the total fatty acids, having been produced by the addition of hydrogen to an unsaturated fatty acid with 20 atoms of carbon. The menhaden oil fatty acids had therefore the following composition: Palmitic acid, 22.7; myristic acid, 9.2; stearic acid, 1.8; unsaturated fatty acids with 16 carbon atoms, none; unsaturated fatty acids with 18 carbon atoms, 24.9; with 20 carbon atoms, 22.2; and with 22 carbon atoms, 20.2 per cent. Fusion of the fatty acids with potassium hydroxide did not yield arachidic acid, and hence the fatty acid with 22 carbon atoms was not erucic acid, although, like that acid, it yielded behenic acid on hydrogenation. It is probably a more unsaturated acid, which is converted in the fusion into stearic or palmitic acid. This was confirmed by the depression of the m.pt. of this fraction when melted with pure stearic and palmitic acids.—*Abstract from paper by E. Twitchell in Jour. Ind. Eng. Chem.*

GLYCERINE FROM MOLASSES.

The greater part of the molasses output of sugar mills is treated as a waste product. At a meeting of the Royal Society at Sydney, N. S. W., Dr. R. Greig-Smith indicated how the recent discoveries of the economic chemist showed how this residue could be turned to profitable account. Dr. Greig-Smith said that when the blockade began to be felt, and the supply of fats and oils was stopped, Germany was faced with the fact that she must get glycerine somehow. It is produced during the fermentation of wine and beer, though in small amount; the most that is found in the richest wines is about 3 per cent. But it seemed to have occurred to the Germans that this might be increased, and experiments showed that by altering the method of fermentation and permitting it to proceed in the presence of sulphite, the quantity of glycerine could be greatly improved. Further work showed that 20 per cent of the sugar could be changed to glycerine, and this led to the establishment of many factories, with the result that the output reached 1,000 tons monthly. Upon the American Government learning that glycerine was being made by a fermentation process, it instructed several institutions to investigate the problem. In three months a method had been devised which was subsequently found to differ slightly from the German process, inasmuch as soda-ash was employed in place of sulphite. Using molasses as a source of sugar, the American investigators were able to get one-quarter of the sugar fermented to glycerine, and to recover one-half of this, so that from $5\frac{1}{2}$ to 6 pounds of dynamite glycerine were got from 1 cwt. of inedible molasses. It was considered that the alcohol which is also obtained would pay the most of the manufacturing expenses, leaving the glycerine to pay for its own separation from the fermented slop.

RECOVERING PURE GLYCERINE.

(Ger. Pat. 310,606, Billwärdter Seifen & Glycerinfabrik W. Krauss & W. H. Hofmann.)—The crude liquor is treated with a constant excess of alkali or alkaline-earth hydroxides at 100-120 deg. C., any free fatty acids present being saponified first, and then the esters, whilst the nitrogen compounds are decomposed with liberation of ammonia. When no further addition of alkali is found to be necessary, saponification will be complete. For example, 1,000 parts of crude protol (fermentation glycerine) are heated to 100-120 deg. C., and caustic alkali is added until a decided red coloration is obtained with phenolphthalein, whereupon the mixture is kept stirred, alkali being added to maintain a permanent excess of 0.5 per cent. The mixture is finally distilled.

Artificial Rosin in Rod Form.

(Ger. G.b.M. 738135, E. W. Borts.)—Crystallized phenol, paraformaldehyde, sulphate of ammonia, and carbonate of potash are heated with a little sulphuric acid until dissolved, and are then treated with a small quantity of diphenylamine tetral, which causes the mass to set quickly at about 30 deg. C., so that it can be extruded in rod form.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

DETERMINATION OF SAPONIFICATION NUMBER OF DARK-COLORED RESINS.

Alkali blue, like phenolphthalein, often fails to work as an indicator. In such cases 1-4 grams of resin are saponified in the usual manner by heating with 50 cc. of N/2 alcoholic lye. After 50 cc. N/2 H_2SO_4 have been added the solution is filled up to 200 cc. with 96% alcohol and filtered. Then 100 cc. of the filtrate are titrated for red, after a quantity of phenolphthalein has been added. If this method fails also 32 cc. of barium chloride solution (61 grams of the crystallized salt $BaCl_2 \cdot 2H_2O$ to the liter) and 300 cc. of boiled neutral distilled water are added. The solution is heated on the water bath under reflux for 45 minutes to one hour. After cooling the solution is filled up to 500 cc. with distilled water and filtered through a dry plaited filter. Then 100 cc. of the filtrate are titrated with N/2 H_2SO_4 and phenolphthalein. A blank test is necessary in all cases. (By the first method the saponification number is not determined, but only the acid number of the "recovered" resin. The two numbers, however, are not identical, because even very light resins, beside the actually unsaponifiable matter, contain small quantities of saponifiable neutral substances, which do not absorb alkali in the titration and have to be previously treated with excess alkali. In dark resins the quantity of such substances is probably greater. The second method has been adopted from the soap analysis, where it is principally used for the determination of the free alkali. Many objections have also been raised against this method.)—By H. Salvaterra; from *Chemische Umschau*, vol. XXVI, Nr. 17, p. 214.

ALUMINUM SOAP FOR EGG PRESERVING.

In a paper on this subject in the *Journal of Industrial and Engineering Chemistry* H. J. Jones and R. Dubois group the methods of preserving eggs in four classes: (a) low temperature storage, (b) air-tight packing, (c) sealing with various agents, and (d) immersing in preservative solutions. A water-glass coefficient was developed by which the efficacy of sealing agents might be determined. The superiority of aluminum soap over other sealers seemed to justify its selection for special experiment to determine the necessary conditions for its success, its shortcomings of whatever nature, and the remedies for them. Aluminum soap can be prepared from any kind of soap, but the cheapest soap was selected. It is an odorless, tasteless solid, and makes an ideal sealer, since it is without effect on the egg. The necessity of providing some solvent complicated the problem. The necessary requirements of a solvent for the soap are: (1) That it shall dissolve the sealer easily at low temperature, (2) that it shall be volatile, and (3) that it shall be without effect upon the egg. Of the many solvents tried gasoline was selected as the only liquid worthy of consideration. When gasoline was used, a preliminary coating with dilute sulphuric acid prevented any taste from the gasoline being left in the egg. Chemically pure pentane, a constituent of gasoline, makes an ideal solvent, and a commercial method of its preparation was developed.

Salesmen Urged to Subscribe.

(From the Andrews Jergens Co., Toilet Soap Makers, Perfumers and Chemists, Cincinnati, U. S. A.)

We have found that your AMERICAN PERFUMER carries so much valuable information that we have urged our salesmen to subscribe.

EXTRACTION OF HIGHER FATTY ACIDS AND OTHER ORGANIC ACIDS FROM WOOD TAR

By Dr. Ernest Boernstein, Berlin

The decomposition of wood by dry distillation furnishes many different substances, but so far only acetic acid, methyl alcohol and acetone have been generally produced on a large scale, while the mixture of the numerous remaining combinations is used as tar, without further extraction. It is, however, possible to separate divers other valuable substances from the tar. By directing the process of the distillation of wood in a manner which prevents the further decomposition of the formed volatile combinations I have succeeded in obtaining from the tar of resinous woods not only higher fatty acids, such as palmitic and oleic acids, but also other organic substances. To accomplish these results it is necessary to decompose the tar into acid, phenolic and indifferent substances by successive treatments with solutions of alkali carbonate and alkaline lye. For the protection of the constituents of a higher boiling point it is very important that the distillation is carried out under reduced pressure. The use of superheated steam has also proved advantageous for the extraction of non-bituminous oils. The following working methods were found serviceable for the extraction of the higher fatty acids from pine tar of Upper-Silesian and Polish origin:

1. The tar is distilled from an oil or metal bath and the pressure reduced to about 15 mm. In this manner the steam temperature of the distillates increases to about 275°C and the residue is a brittle, solid pitch. The second distillation of the oils is carried out under the same conditions and the distillates passing over at 190 to 235°C are collected, and diluted with previously deoxidized tar oils, ether or another solvent.

Then the acid constituents are removed by repeated mixing with a solution of sodium carbonate and rinsing with water. After the strata of the hydrous fluids have been separated the acid parts are precipitated by supersaturation with mineral acid. The acid oils obtained in this manner are permitted to settle from the hydrous stratum and then removed mechanically or with the aid of ether or another solvent.

2 The crude tar is treated directly with a solution of sodium carbonate and water and the tar acids are precipitated from the hydrous solutions with mineral acid. Then the parts boiling at 190 to 235°C are separated from this mixture of acids by distillation from an oil, metal or air bath under 15 mm. pressure.

3. The crude tar is subjected to distillation with superheated steam. The distilling vessel in the oil or metal bath is exposed to an outside temperature of 250°C, and at the same time steam of 220 to 230°C is conducted through the tar. This process causes 70 to 80 per cent of tar to pass over with the steam in the form of yellow oils. The residue is pitch which becomes hard and brittle, when cold. The acids are removed from the condensed oils and water in the manner described above and then distilled separately.

The mixture of acids obtained by any of these methods consists chiefly of palmitic and oleic acids, with a small

quantity of the "talloleic acid" (liquid abietic acid) $C_{20}H_{38}O_2$ described by Fahrion, and certain quantities of the higher boiling (solid) abietic acid which is known as a constituent of rosin. From the higher boiling fractions arachidic acid may also be obtained.

To determine the quantities in which the various acids are present the following methods are generally used: "The mixture is subjected to fractionated distillation under reduced pressure (boiling point at 15 mm). By this method talloleic acid is obtained at 220°, palmitic acid at 215 to 220°, oleic acid at 227 to 230°, and abietic acid at 254 to 257°. Or: the mixture is heated for one hour with two or three times its weight of .96% alcohol and about one-third of its weight of concentrated sulfuric acid. By boiling under reflux all of the acids, with the exception of abietic acid, are transformed into their esters. The latter are then separated by treatment with carbonate solution and fractionated by distillation. (Boiling point of the esters at 15 mm: Palmitic acid ester (200 to 202°C.), talloleic acid ester 210 to 212°, oleic acid ester (218 to 218°). Or: the three acids are transformed into their lead salts and treated with ether, which dissolves the oleate and talloleate of lead, but not the lead plamitate. To separate the oleic acid from the talloleic acid the two acids are dissolved in methyl alcohol and neutralized with a methyl alcoholic solution of barium hydrate. This treatment precipitates the barium oleate, while the talloleic acid remains in a state of solution.

The yield of the mentioned acids varies according to the origin and nature of the tars. The examined pine tars from Upper Silesia and Poland in laboratory tests furnished 28 g of oleic acid and 48 g of palmitic acid from 1 kg of crude tar.

Patent claim: Method for the extraction of fatty acids and other organic acids from wood tar, characterized by the fact that the tar is subjected to fractionated distillation under reduced pressure, and that the fatty acids, etc., are isolated in the usual manner from the fraction passing over under a pressure of 15 mm at 190 to 235° C.

LEMON SEED OIL.

In the later period of the war, when the crisis of fatty substances was most felt, particularly for the production of soap, the oil of grape seeds was used for saponification, and I turned my attention (says P. Bertolo in the *Giornale di Chimica Applicata*) to lemon seeds, which remain in great abundance in the pulp, as a residual product of the working of lemons in the production of citrate of lime and citric acid. These residuals today are of little or no commercial value, and are only used for fertilization of land, and to a small extent for feeding animals. I thought it proper therefore to make some experiments on the oil content of these seeds, in order to determine their proportion and to study their nature, their saponification degree, and their other constants, in order to lay down a commercial value in their use as fatty substances for the production of soap. The experiment led me to satisfactory results on which to recommend a genuine industry in the extraction of oil of lemon seed. The extraction of the

¹From Seifensieder-Zeitung, vol. 47, No. 5, February 19, 1920, p. 109.

oil was done several times, both by pressure and by solvents (bisulphide of carbon, ligroin, and benzol). The yield of oil obtained by pressure was not much, as I had not the requisite means at my disposition to do the work; while the yield of oil obtained by solvents amounted to 30-35 per cent., according to the ripeness of the seeds.

Physical Characteristics.—The oil obtained by pressure was of a clear yellow color fluid, of agreeable smell, recalling that of lemons and of a somewhat acid flavor. The oil extracted by solvents was rather turbid, and after remaining at rest, deposited a considerable pasty sediment, consisting for the most part of fatty substances, solid and saponifiable. It is of a darker yellow, with green fluorescence, which it does not lose by repeated washing with hot water or with dilute sulphuric acid. It preserves the smell of lemon more clearly, and has a bitterish flavor. This is due to the fact that in the extraction with solvents very probably the coloring matters are also dissolved, as well as some of the bitter principle, which modify the physical characteristics of the oil. It is insoluble in alcohol. For the various analytical determinations of the oil under examination, I followed the classical methods more commonly employed, preferring those that are practised today as official methods, and recommended by Villavecchia in his treatise. I consider therefore the description of the various processes to be superfluous, and I limit myself to describing results obtained.

Density.—The density of the oil obtained by pressure was found to be 0.9160 at the temperature of 22 deg. C., whilst the density of the oil extracted by solvents, and washing repeatedly, was found to be 0.9180, also at the temperature of 22 deg. C. Freezing point —5 deg. —6 deg.; degree of refraction (with a Zeiss butiro-refractometer) at 17 deg.=74; at 25 deg.=70. Thermo sulphuric degree, Maumené index=78 T.; solubility in acetic acid (Valenta test)=temperature of solubility 108 deg., critical temperature 104 deg.; degree of siccidity (Livache method) in absorbed oxygen=5.40 per cent.; melting point of fatty acids, 41 deg.; solidification point of fatty acids, 35 deg.—38 deg.; acidity number (in oleic acid), 2.82 per cent.; number of saponification, 190-191; iodine number, 103-108; number of fixed acids (Hegner), 94.

Chromatic Reactions.—Elaidinic Test: Coloration dark yellow and buttery consistency of the mass. Heidenreich Reaction: Brown coloration diffusing slowly in the mass. Brullé Reaction: Orange red color; an active reaction takes place with heating, and after 24 hours the mass becomes rather dense; but not solidified. Hauchcorne Reaction: Strong yellowy color. After 20 minutes heating with BM. there is a slight development of colored gas, orange red. Bellier Reaction: Slight rosy coloring which soon disappears by the mixture becoming brown. Halphen Reaction: No change in the color. Halphen Reaction, modified by Gastaldi: No change in color. Milliau Reaction, modified by Armani: After a few minutes a browning of the solution is observed. With prolonged heating on a BM. a black deposit is produced. Villavecchia and Fabbris Reaction: Left at rest the hydrochloric acid separates from the oil, taking on a brown color slowly with violet reflections, whilst the oil appears to be emulsified.

From all the characteristics met with in the oil of lemon seed we may infer that it belongs to the category of semi-siccative oils, and it appears that in its composition and in many characteristics it approaches more to cotton-

seed oil, although it does not present the characteristic reaction of Halphen. The fact that the freezing point of the oil lies rather low in relation to the Hegner index, found to be inferior to the normal for olive oil (96) allows it to be supposed that in it a percentage of liquid glycerides may be prevalent and a percentage of solid glycerides lower than 28 per cent. It is interesting to follow the separation and the behavior of the various glycerides that compose the oil of lemon seed, in order to know its nature, and to establish the composition of the various fatty acids. Further, it is not of slight interest to examine carefully the solid fatty substance that is extracted in considerable quantities by means of solvents from lemon seed along with the oil.—*Oil and Color Trades Journal*.

EXPERIMENTS WITH FELSPAR.

Decomposition of Felspar for the Commercial Production of Potassium Salts. B. Neumann and F. Draibach. Laboratory experiments were made in order to ascertain the yields of water-soluble potassium compounds obtainable by heating felspar with various substances (1) in the dry state, (2) in the presence of water in an autoclave, and (3) to very high temperatures in order to volatilize the potassium compounds. Better yields were obtained by the dry method than by heating in an autoclave, and the most suitable reagents were found to be lime mixed with magnesium chloride or calcium chloride. From a mixture of equal quantities of commercial ground felspar, lime and calcium chloride, over 95 per cent of the potash was recovered after heating for 3 hours at 650 degrees C., but with the proportions recommended by Cushman and Coggeshall (this J., 1915, 79), i. e., 20 per cent each of lime and calcium chloride, together with water to form the mass into lumps, the maximum yield obtained in 1½ hours was 47.4 per cent at 750 degrees C. Above 750 degrees C. the amount of potash volatilized steadily increases. The economic aspects of the extraction of potash from seaweeds, alunite, felspar, etc., are discussed, and it is concluded that under normal conditions none of these processes will be able to compete successfully with the German potash industry.

Marine Animal Oil Tests.

Marine animal oils in oils, fats, and soaps; detection of J. Marcusson and H. von Huber. Products such as "neutraline" prepared by heating marine animal oils in absence of air or in presence of an inert gas, do not respond to the octobromide test, but give a positive result with Tortelli and Jaffé's color reaction. They are also characterized by high specific gravity (over 0.930) and high viscosity (from 31.7 to 49.5 Engler degrees at 20° C. in four samples examined). Certain other oils possess high specific gravity and high viscosity, but may be easily recognized, e.g., castor oil by its solubility in alcohol and high acetyl value, "soluble castor oil" (blown castor oil) by yielding a considerable quantity of hydroxy-acids insoluble in petroleum spirit, and lithographic varnish and similar products prepared from linseed oil, by their odor and by the phytosteryl acetate test. Hydrogenated marine animal oils may be detected by examination of the unsaponifiable matter for the presence of octodecyl alcohol of m.p. 60° C. Clupanodonic acid, the constituent of marine animal oils to which the octobromide reaction is due, is present in small quantities in some oils from terrestrial animals, but in cases where any doubt may arise, recourse may be had to quantitative determination of the amount of the oil and of the liquid fatty acids.

SOAP EXPORTS FROM UNITED STATES.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in August, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria, \$....., (\$5,200); Belgium, \$2,500, (\$.....); Denmark, \$2,946, (\$43,187); France, \$5, (\$.....); Germany, \$580, (\$590); Greece, \$540, (\$.....); Italy, \$50, (\$93,114); Netherlands, \$....., (\$148); Norway, \$5,013, (\$15,536); Portugal, \$550, (\$2,200); Roumania, \$....., (\$17,780); Spain, \$1,577, (\$275); Turkey in Europe, \$1,975, (\$935); England, \$16,590, (\$77,967); Bermuda, \$202, (\$.....); British Honduras, 152, (\$1,926); Canada, \$22,091, (\$50,064); Costa Rica, \$999, (\$1,798); Guatemala, \$1,575, (\$455); Honduras, \$416, (\$3,737); Nicaragua, \$1,835, (\$2,212); Panama, \$5,675, (\$4,144); Salvador, \$1,015, (\$14); Mexico, \$22,287, (\$435,425); Miquelon, Langley, etc., \$....., (\$41); Newfoundland and Labrador, \$1,557, (\$.....); Barbados, \$121, (\$2,391); Jamaica, \$2,641, (\$66); Trinidad and Tobago, \$2,667, (\$695); Other British West Indies, \$614, (\$3,680); Cuba, \$21,133, (\$90,423); Virgin Islands of U. S., \$588, (\$1,512); Dutch West Indies, \$7, (\$.....); French West Indies, \$....., (\$875); Haiti, \$1,567, (\$14,168); Dominican Republic, \$5,707, (\$43,361); Argentina, \$2,430, (\$8,880); Bolivia, \$1,250, (\$.....); Brazil, \$7,361, (\$1,931); Chile, \$11,728, (\$1,352); Colombia, \$5,269, (\$435); Ecuador, \$3,091, (\$10,938); British Guiana, \$1,088, (\$342); Dutch Guiana, \$61, (\$153); Paraguay, \$97, (\$.....); Peru, \$17,169, (\$1,507); Uruguay, \$225, (\$891); Venezuela, \$5,185, (\$14); China, \$7,451, (\$2,671); Kwantung, \$1,814, (\$41); Chosen, \$22, (\$118); British India, \$20,814, (\$170); Straits Settlements, \$1,937, (\$.....); Other British East Indies, \$406, (\$.....); Dutch East Indies, \$9,570, (\$89); Hongkong, \$30,965, (\$100); Japan, \$1,802, (\$203); Russia in Asia, \$....., (\$114); Siam, \$248, (\$18); Turkey in Asia, \$267, (\$13); Australia, \$7,234, (\$416); New Zealand, \$2,417, (\$225); Other Oceania, \$....., (\$1,500); Philippine Islands, \$39,776, (\$2,429); British South Africa, \$3,050, (\$5,138); British East Africa, \$44, (\$.....); Canary Islands, \$154, (\$.....); Portuguese Africa, \$252, (\$83); Egypt, \$4,328, (\$642); Total, \$312,750, (\$954,332).

MARKET FOR SOAP IN ALGERIA.

The greater part of the soap used in Algeria is imported, according to a report received by the Bureau of Foreign and Domestic Commerce. Limited quantities of soap from olive oil are manufactured in the country. That the market is worth consideration by American manufacturers is indicated by the import figures. Imports of soap in 1918 totaled 8,623 metric tons, of which France supplied 6,140 metric tons. In 1919, 13,077 metric tons were imported, valued at \$1,665,397. Imports for the first six months of 1920 amounted to 7,232 metric tons, of which France supplied 6,775. Larger quantities of soap will be imported later, in the opinion of the Consul, especially if prices come down. American laundry soap should meet with favor in Algeria, says the Consul.

Soap Industry in Denmark.

Statistics of the soap industry in Denmark: the number of soap factories in 1918 was 32, the same as in 1913, while there were 673 employees, an increase of sixty-six. The production was 12,600,000 kilos, valued at \$5,043,124, being nearly 7,000,000 fewer kilos than in 1913.

Laundry Soap in the Dutch East Indies.

According to Trade Commissioner John A. Fowler, laundry soaps are being manufactured in numerous small factories throughout the Dutch East Indies, Java alone having 28 soap factories. Therefore the demand for imported soap is limited.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

fect as the reports are that the quota allowed for exportation to the United States by the Spanish Food Ministry which amounted to 20,000,000 kilos has already been exhausted. The soya bean oil market is weakening in sympathy with cottonseed oil and tenders from the Coast for January-March have not met a ready response. The round lot quotation on peanut oil is materially lower as there is scant interest in offerings from the Orient. Higher prices for lard, it is believed, will stimulate the demand for peanut oil, domestic grades of which are coming into closer competition with the Oriental. Owing to pressure of second hand material No. 3 Castor oil has reached a lower trading basis. While it is not believed that pre-war prices will be seen in vegetable oils for some time the consensus is that a gradual recession will continue until after the election.

Industrial Chemicals.

A conspicuous decline in the volume of domestic consumption accompanied by a similar falling off in the volume of export transactions both for the account of Europe and the Far East, has been incidental in bringing about a lower level of price in most of the heavy chemicals utilized by the soap trade. But little life has been seen in the market for soda caustic, which under pressure of offering has declined to \$4.15. The caustic soda market has been stabilized to a great extent through the announcement by producers of a contract figure of four cents per pound for the 60 per cent to the general trade, however, although some business is reported to have been closed for 1921 delivery at a shade under this figure. The new contract market for soda ash is 2 cents per pound basis of 48 per cent for 1921, which is considerably higher than last year's figure of \$1.25 per cwt. basis 48 per cent. The outlook for export business with Japan is less favorable than at any time since the war as advices from Yokohama point out that upwards of 70,000,000 pounds of caustic soda are now being held in Japan.

Aside from the sharp setback in the alkali products the general list of industrial chemicals utilized by the soap manufacturer has been holding relatively steady. It was to have been expected that with the reduced purchasing power of the dollar many of the items manufactured from imported bases, including caustic potash and carbonate of potash, would have declined considerably, but in spite of the uncertainties preceding a national election and a steadily increasing flow of importations from Europe these products have remained steady and quiet.

As a general proposition weakness in the industrial chemical list has been confined to the second hand market because of the desire of spot holders to liquidate at the most remunerative rate afforded. So nearly as can be traced the new contract prices which have been announced have had no particular influence on the spot position. Producers are again offering sulphuric acid, the tendency of sixty degrees material being somewhat weaker.

Lever Bros. Arrange Big Financial Deal.

A London cable says that Lever Brothers' soap combine has arranged another big financial deal comprising control of the African & Eastern Trade Corporation, with a capital of £4,500,000. This concern was originally a merger of nine Liverpool, Glasgow and Bristol firms trading in southern Nigeria. It recently absorbed several similar firms. The new scheme is a corporation which first absorbs all of Lever's West African interests, including the Nigeria company and then the corporation.

Protection Urged for All Vegetable Oils.

Congress is urged to revise tariff legislation to include a protective duty on all original vegetable oils and other raw commodities when their free admission acts "adversely to the interests of American farm producers," in a resolution adopted recently at Columbus, Ohio, at a meeting of the National Board of Farm Organizations.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

(Written Specially for This Journal)

The recent temporary reaction from ten to eleven cents on a sale of one hundred drums New York Special Tallow was immediately followed by weakness, and by sales of outside goods about equal in quality at a discount. The New York special market then declined at the next sale to 10c, followed rapidly by a further drop of one cent per pound to 9c; and at the end of last week a fair sized quantity changed hands at 8½c; with continued pressure leading to the expectation that an 8c market is likely to be established this week.

The reduction in value of fats has been rapid, and comparable with the drop in prices after the signing of the armistice about two years ago, when a decline, beginning at 20c per pound, ended only when the market touched 8½c.

While it is possible for New York Special tallow to sell considerably below 8-8½c; nevertheless, it ought to be borne in mind that the cost of production and handling is considerably higher than before the war; and that it may be expecting too much to look for a fall on the present downward movement, to 7c.

If prices are carried considerably lower, there is the likelihood of an export demand; besides the usually lessened production resulting from an establishment of prices at which producers cannot operate profitably, and then the natural rebound.

As usual, when prices are nearest the bottom of the movement, there is a preponderance of bearish sentiment; but one thing is certain, viz.; New York Special Tallow went back after the armistice from 8½ to 21¼c. It is conceivable that we are nearer the bottom than the immediate present indicates.

October 19, 1920.

TOBIAS T. PERGAMENT.

GLYCERINE.

(Written Specially for This Journal)

For the past month, the price for Chemically Pure Glycerine has remained practically the same, in the East—28c to 28½c, with a reduction by Middle West refiners, to 27c, within the week, just ended. There has been some shading of the price, even here, for business of a particularly attractive nature, but on the whole, the market has been well maintained; it indicates either small stocks, limited production, or excellent consumption, or perhaps it is due to a combination of all. Dynamite and Crude Glycerine have dropped several cents per pound, and it does not seem possible, that Chemically Pure can resist the depression, among the other grades, and commodities generally; already, a disposition to get business is discernible, which is taken to mean that stocks may be becoming burdensome, and the demand easing up. A round lot of British Chemically Pure was recently offered, at a price much below the domestic. With City Special Tallow at 8½c, loose, and other fats and oils down again, we may

expect C. P. Glycerine to sag off, until the demand for dynamite appears, or until there is some tangible evidence of a stabilizing of the industries of the country, generally.

Oct. 18, 1920.

W. A. STOPFORD.

VEGETABLE OILS.

The story of the vegetable oil markets shows no radical departure from that witnessed in any of the other commodity markets, but taking cottonseed oil, the barometer of the trade as an illustration, it is found that the period of liquidation has not proved of a demoralizing character. Trading has been characterized as dull throughout and with most consumers entertaining bearish views purchasing has not gone beyond hand to mouth proportions. Cables that exportation of olive oil from Spain have again been placed under a ban have had a disquieting ef-

(Continued on preceding page.)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special, 8½@9c. Edible, New York, 14@14½c. Prime Packers, Chicago, —@—c. Edible, Chicago, —@—c. Yellow grease, New York, 7@7½c. Brown grease, New York, 7½@8c. Yellow grease, Chicago, —@—c. Brown grease, Chicago, —@—c.

Rosin—Savannah, Oct. 18	I\$10.90
Common to good, \$10.90	K10.90
D	M10.90
E	N10.90
F	W. G.10.90
G	W. W.11.00
H	10.90

Starch, Pearl, per 100 lbs.	\$4.08@5.54
Starch, powdered, per 100 lbs.	4.23@5.69
Stearic acid, single pressed, per lb.	21 @22 c.
Stearic acid, double pressed, per lb.	22½@23 c.
Stearic acid, triple pressed, per lb.	23½@24 c.
Glycerine, C. P., per lb.	26 @27 c.
Glycerine, dynamite, per lb.	25 @26 c.
Soap lye, crude, 80 per cent, loose, per lb.	17¼@17½c.
Soap lye, saponification, 80 per cent., loose per lb.	19 @19½c.

Oils.

Coconut, edible, per lb.	18 @18½c.
Coconut, Cochin, Dom., per lb.	16 @16¼c.
Coconut, Ceylon, Dom., per lb.	15 @16 c.
Palm, Lagos, per lb.	10½@10¼c.
Palm, Niger, per lb.	9½@10 c.
Palm, kernel, per lb., nominal	15 @16 c.
Cotton, crude, per lb., f. o. b. mill.	10¼c.
Cotton, refined, per lb., New York	13 @13½c.
Soya Bean, per lb.	11½@12 c.
Corn, crude, per gal.	10½c.
Corn refined, per lb.	16 @16¼c.
Castor, No. 1, per lb.	16c.
Castor, No. 3, per lb.	14½c.
Peanut, crude, per lb.	9¾@10 c.
Peanut, refined, per lb.	16 @16½c.
Olive, denatured, per gal.	\$3.00@3.15
Olive, Fouts, prime green, per lb.	12½@14 c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.	\$4.10@4.15
Soda Ash, 58 per cent, per 100 lbs.	2.25@2.50
Potash, caustic, 88@92 per cent, per lb. f. o. b. Works	24 @30 c.
Potash, caustic, 70@75 per cent, per lb. f. o. b. Works	22¾@24 c.
Potash, carbonate, 80@85 per cent, per lb. New York	20 @21½c.
Salt, common, fine, per 100 lbs.	nominal
Sulphuric Acid, 60° per cent, per ton.	\$16.00@18.00
Sulphuric Acid, 66° per cent, per ton.	21.00@22.00
Borax, crystals, per lb.	9 @10 c.
Borax, granular, per lb.	9 @10 c.
Zinc Oxide, American, lead free, per lb.	9½@10 c.

Announcement



WE take much pleasure in announcing to our friends the consummation of an arrangement which will enable us to render them an even broader and more comprehensive service than heretofore.

On October 1, 1920, the Commonwealth Products Corporation joined forces with Compagnie Morana, importers of raw materials for perfumers and soap makers. The capital stock of Compagnie Morana has been increased to \$1,000,000.00 and its corporate name changed to Morana Incorporated, under which name Compagnie Morana and the Commonwealth Products Corporation will henceforth be conducted.

The officers of Morana Incorporated are the following: Carl Schaetzer, President; Warren E. Burns, Vice-President; Williard A. Walsh, Treasurer; Walter Mueller, Secretary.

The technical, selling and administrative departments of the Commonwealth Products Corporation and Compagnie Morana are now linked together into a unit which, by virtue of experience, ability and technical equipment and facilities, should, and will, render the perfume, soap and flavoring extract industries a service that will be unique for its breadth of scope. We regard the uniting of the two organizations as a notable step in their development, and one which we trust will prove an influential factor in the expansion of the industries served.

The general offices of Morana Incorporated are at One Hundred Eighteen East Twenty-seventh Street, New York City, and the laboratories and manufacturing plant at Elizabeth, New Jersey.

♦♦

COMMONWEALTH PRODUCTS CORPORATION

October First, Nineteen Twenty
Three Hundred Sixty-six Fifth Avenue
New York City

FLORASYNTH LABORATORIES, INC.

EXECUTIVE OFFICES AND WORKS
UNIONPORT, NEW YORK

BENZYL BENZOATE

FOR
MEDICINAL
AND
PERFUMERY PURPOSES
ODORLESS COLORLESS

Telephones:

Westchester { 1666
1667
1772

ISO BUTYL PHENYL ACETATE

NEW ESTER OF JACINTH-
ROSE CHARACTER, FOR
ORIENTAL BOUQUETS &
MODERN CREATIONS

OUR SPECIALTIES

ACETOPHENONE

ANISIC ALDEHYDE PURE

BENZALDEHYDE F. F. C.

CINNAMIC ALCOHOL

CINNAMIC ALDEHYDE F. F. C.

CITRAL PURE

CITRONELLOL (Dextro) and Esters

GERANIOL PURE and Esters

EUGENOL PURE

HELIOTROPIN C. P.

ISO EUGENOL PURE

LINALYL ACETATE and other Esters

METHYL ACETOPHENONE

METHYL ANTHRANILATE PURE

RHODINOL PURE and Esters

RESINOL OAK MOSS

TERPENYL ACETATE and other Esters

ISO BUTYL INDOL

A Powerful Organic Product

WILL NOT DISCOLOR

ISO BUTYL BENZOATE AND

ISO BUTYL SALICYLATE

NEW ESTERS FOR MODERN
CREATIONS, TREFLE &
ORIENTAL BOUQUETS



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

IMPORTERS—MANUFACTURERS—EXPORTERS



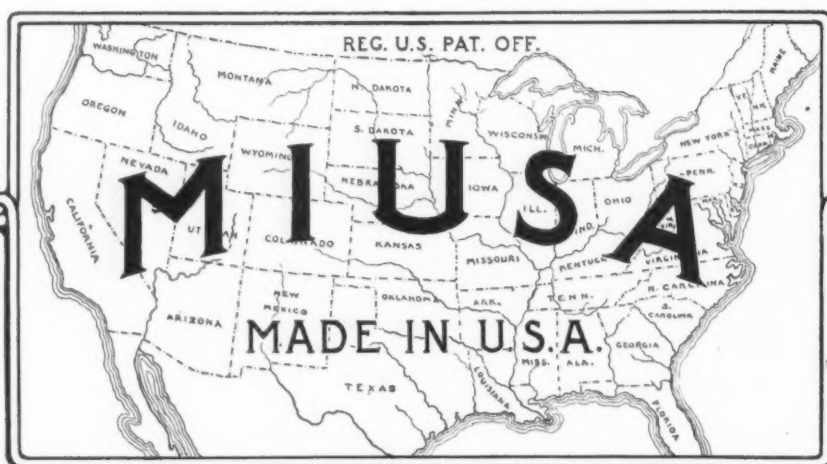
OAK MOSS

A Very Fine Product of Great Strength.
SAMPLES ON REQUEST.

ELIJAH BRAUER & CO.

48 PATERSON ST. JERSEY CITY, N.J.

PERFUMERS' RAW MATERIALS,
ESSENTIAL OILS, CHEMICALS.



THIS TRADE-MARK

this slogan and this label should be foremost in the minds of all American buyers of synthetic perfumery raw materials.

JACINTHE

(Phenylacetaldehyde)

Better than now imported

LILAC "DELTA"

Smells like a bunch of growing unpicked white lilacs.

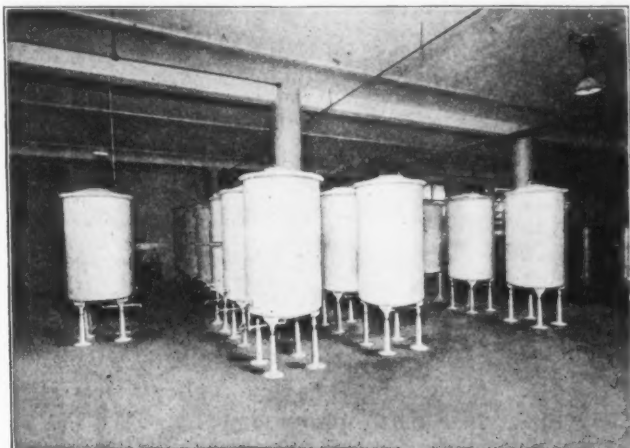
Write for Samples



VAN DYK & CO. Incorporated 1904

4 & 6 Platt St., New York : Factory: Jersey City, N. J.

—Partial View of Room in the Richard Hudnut Plant at New York, showing a battery of Perfume Storage Tanks.



PRESERVE THE ORIGINAL FRAGRANCE

The Advantages of Storing in Glass Lined Steel

WHY do you sell your perfumes in glass bottles with glass stoppers, aside from merely trying to make a neat package? Isn't it because you know that glass will not harm the original fragrance and quality of your product? Doesn't it follow that if you wish to obtain the best results possible you ought to blend and store your perfumes in glass?

Pfaunder Mixing and Storage Tanks represent the high peak of development in this field. They have acquired an international reputation for wear and general service, which is unequalled. These tanks may be so designed and equipped as to meet the specific requirements of either the large or small manufacturer.

Made in all practicable sizes and capacities.

The PFAUDLER CO.

*The World's Largest Makers of
Glass Lined Steel Equipment*

ROCHESTER, NEW YORK

NEW YORK

CHICAGO

ST. LOUIS

SAN FRANCISCO



PRICE

YOU agree that quality counts all the time—price some time only—do you not?

QUALITY

IN order to perpetuate *your own brand* you need quality merchandise "Just as good" or "Merely Merchandise" may help you make one sale, but will not repeat. A HAND MADE ROUGE PUT UP NEATLY UNDER YOUR LABEL will mean every sale a silent salesman and every cent invested in advertising a real ASSET.



SERVICE

WE offer you the confidential service of a large modern, scientific and practical Laboratory specializing in machine and Hand Made Rouge, Compact Powder, Lip Rouge, Eyebrow Pencil, Hairtinto, etc. Put up either in our latest style packages, or in boxes supplied by you.



WE SPECIALIZE IN SPECIALTIES.
SAMPLES and QUOTATIONS on request.

TRECE LABORATORIES, Inc.
134th St. & Willis Ave., New York, N. Y.





INCREASE THE SELLING VALUE OF YOUR GOODS

By using

LAVENDER "ALPA"

(Over 52% pure natural Esters)

Distilled in our factory at Laragne in the High Alps where
the finest and most delicate Lavender grows

If a lower Ester percentage will do we recommend our

MONTBLANC—FLOWERS—SURFINE and 26% Ester Lavenders.

On request samples will be mailed by our agents.

DELPHI PRODUCTS

INCORPORATED

99 BEEKMAN ST., NEW YORK

Philadelphia Office, 689 Drexel Building

Telephone Lombard 3610

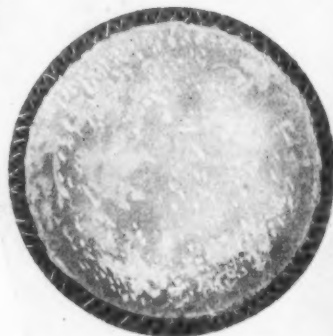
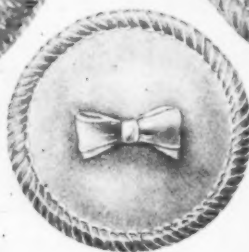
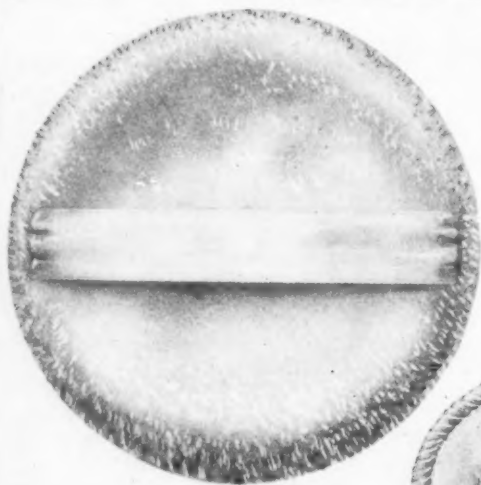
C. H. CAMPBELL, Manager

Agents for the Manufacturers

J. MÉRO & BOYVEAU

GRASSE, FRANCE





AS TO PUFFS

We manufacture the NEWEST, PRACTICAL AND MOST ATTRACTIVE, GENUINE LAMB-SKIN Vanity Puff. The use of Genuine Lambskin for Vanity Puffs is a creation of our own and we are indeed proud of it. Lambskin possesses many advantages over any other puff. It is flexible, smooth and velvety insuring a uniform application of rouge or powder—and fits into any metal Vanity rouge box. We treat the skins with approved antiseptics rendering them absolutely hygienic.

DO NOT BE MISLED—NONE OF THE PUFFS WE MANUFACTURE IS PATENTED—OUR GUARANTEE OF PROTECTION WITH EVERY SALE.

AS TO BOXES

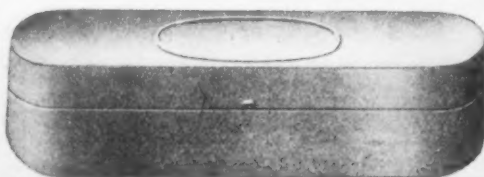
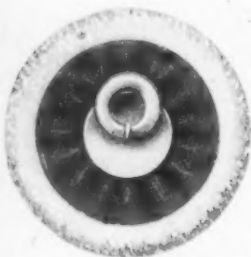
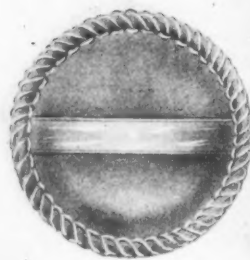
We manufacture a fine line of Brass Vanity boxes. Slip Cover and hinged, single or double, all finishes, and design.

We send samples on application.

PALLAS MFG. CO., Inc.

87 Greene St.

New York



GENUINE FRENCH FILTER PAPER

ROUND AND SQUARE

FLAT AND PLAITED

ALL SIZES



PURE RAG BASE

FREE FROM CHEMICALS

QUALITY EM
FOR OILS AND SYRUPS

QUALITY EF
FOR ALCOHOL

WOOL and DOWN PUFFS

Vanity and Serviettes Styles

ALL SIZES IN STOCK

Made in France

SYNTHETIC PERFUME MATERIALS

PHENYLETHYL ALCOHOL
RHODINOL EXTRA
GERANIOL P.
BENZYL ACETATE

LILAS FLEURI
ART. NEROLI
OEILLET BASE
MUGUET FLEUR

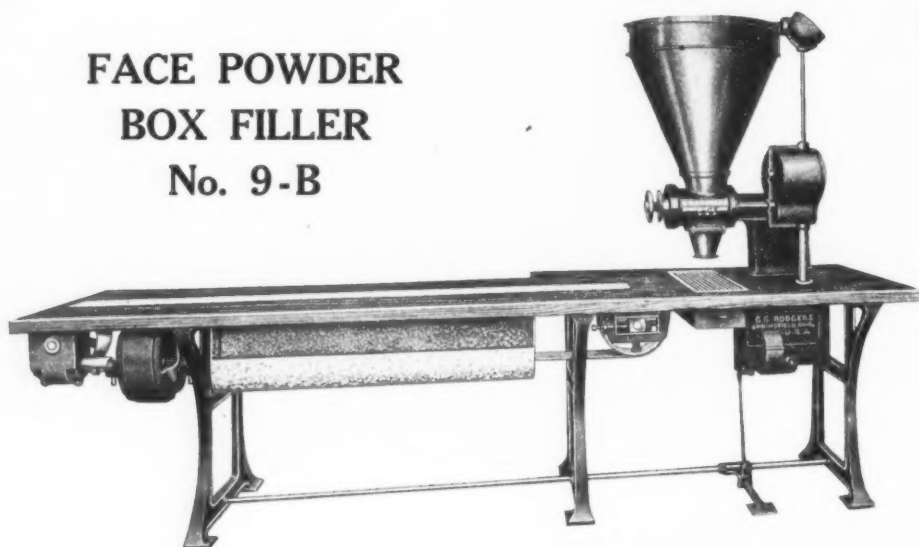
HENRY KAYSER & FILS, Inc.

MARCEL SCHMITT, Mgr.

41 Union Square

NEW YORK

FACE POWDER BOX FILLER No. 9-B



THE NEW WAY CLIPS



For Collapsible Tubes

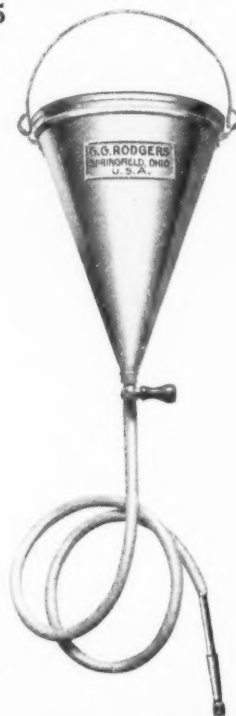
The Clip that does not cut the tube.

Has an inside corrugation that absolutely prevents leakage.

Made in the following standard sizes:

No. 0	$\frac{3}{8}$ "	No. 4	1"
" 1	$\frac{1}{2}$ "	" 4a	$1\frac{1}{8}$ "
" 2	$\frac{5}{8}$ "	" 5	$1\frac{1}{4}$ "
" 3	$\frac{3}{4}$ "	" 6	$1\frac{1}{2}$ "
" 3a	$\frac{7}{8}$ "	" 7	$1\frac{3}{4}$ "
No. 8	2"		

POWDER BOX GLUER No. 15



MADE BY

GEORGE G. RODGERS

Springfield, O.

Maker of Machines for All Toilet Preparations

Aluminum

vs.

Opal Glass Cream Jars



Full Size—2½ Oz. Capacity
Also Furnished 1½ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



Metal Compact Boxes

Single or Double

Hinged or Slip Cover
Gilt, Nickel or Gold-Plated

Lip-Stick and Eye-Brow Tubes

Aluminum Caps

Write us regarding any special or stock design and prices.

H. L. HEITER

Specialist and Originator of Metal Boxes for Compacts

200 Fifth Ave.

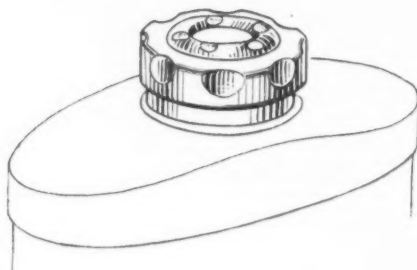
New York

Tel. Gramercy 3221

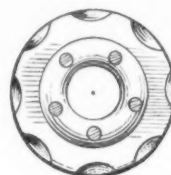
ODO-TIGHT

PERFECTED SIFTER TOPS

WILL NOT LEAK



PATENTS PENDING



Perfumers will appreciate the advantages of this perfected sifter top.

The perforated sifter is fitted to the neck of the top in such a way that—

The tops look better.

The tops will not leak.

The odor is held in the cans longer.

The cans reach your customer in good condition—not smeared up with sifted talcum.

We make no extra charge for these perfected tops.

We are constantly striving to bring about improvements in toilet powder can construction.

Samples of Odo-Tight tops cheerfully furnished.

MANHATTAN CAN CO.

Bush Terminal Bldg. No. 10

Brooklyn, New York



No. 246
\$6.50 per Thousand



No. 572 - \$1.30 per Thousand



No. 445
\$3.90 per Thousand



No. 344 - \$1.30 per Thousand



No. 573
\$4.55 per Thousand



No. 212
\$5.20 per Thousand

THE above are a few representative numbers from our line of Stock Perfume and Toilet Preparation Labels. We will be pleased to send our complete sample line, which consists of an extensive assortment of styles and designs, for \$2.00, this amount to be credited on receipt of your order. Additional information upon request.

The Henderson Lithographing Co.
Cincinnati, O. U. S. A.



A MODERN plant and organization, equipped with up-to-date machinery and advanced methods find us ideally fitted for the production, lithographically, of an unsurpassed quality of exquisite labels and package dressings for perfume, toilet preparations, soap and kindred lines.

The great number of years which we have specialized in and devoted to the perfection of lithography of a superior character, insures every order which is entrusted to us, of expert attention from its inception until completion.

Our Service Department is at your disposal for the submission of quotations and such other information as you may desire in connection with your requirements.

The Henderson Lithographing Company

Station H, Cincinnati, Ohio, U. S. A.

E. M. LANING

Manufacturer of Exclusive Perfume Novelties

280 PEARL STREET

NEW YORK

ORIENTAL BOUQUET NOVELTIES

and

CONCENTRATED FLOWER OILS

for

PERFUMES, TOILET WATERS, POWDERS, CREAMS, SOAPS,
HAIR TONICS, ETC.

Odors of Any Special Type Furnished

A Few Synthetic Specialties

OIL NEROLI, Supreme

A product of exceptional strength that will replace the natural at a fraction of the cost and give thorough satisfaction.

OIL LILY OF THE VALLEY, Supreme

Base for Highest Grade Lily Perfumes.

OIL ROSE, Supreme

Unrivalled by any for its true odor.

OIL ROSE C.

For Cold Creams, Very Cheap.

OIL PATCHOULI S.

Indistinguishable from the Natural; Very Powerful.

OIL LILAC LA FRANCE

Recommended for Vegetale.

OIL LILAC G.

A Lilac Base for Vanishing Creams.

OIL EAU DE QUININE, EXTRA

OIL EAU DE COLOGNE, FARINA

Samples and Prices Cheerfully Furnished.

YOUR REQUIREMENTS ON PERFUME MATERIALS SOLICITED

Perfection of Formulas and Working Processes

means lower manufacturing costs and overhead, eliminates waste of material and promotes sales.

SPECIAL SERVICE AND EXPERT ADVICE

rendered on

PERFUMES, TOILET CREAMS, (cold, vanishing, rolling massage, liquid and shaving), GENERAL TOILET PREPARATIONS, NON-ALCOHOLIC FLAVORING EXTRACTS, DENTIFRICES and PHARMACEUTICALS.

Are your formulas giving you satisfaction, or are you figuring on putting out a new preparation or line and are not clear on certain points in composition of formula or method of manufacture and wish to be relieved of exhaustive and costly experimenting, the worry of meeting public satisfaction and the burden of having goods returned because they do not hold up? If so, let me furnish you with practical formulas and efficient working processes that can be relied upon. Let me give you special information as to machinery adaptable for various preparations.

MANUFACTURERS' PROBLEMS SOLVED

THOROUGH SATISFACTION and EFFICIENT SERVICE GUARANTEED

E. M. LANING, B. Sc.

Consulting Chemist

280 PEARL ST.

Phone: Beekman 3850

NEW YORK

The only perfumes entitled to be called

FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

UNITED STATES DISTRICT COURT,
SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,
Plaintiff,

—against—

FREDERICK K. SMITH, doing business
as MIRO-DENA,

Defendant.

F 17-140

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was

ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

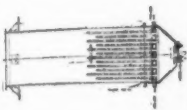
Filed April 7, 1920.

PERFUMERY IMPORTERS' ASSOCIATION OF
THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

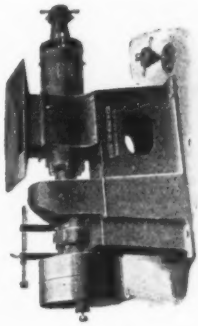
New York



ACME Remelter.



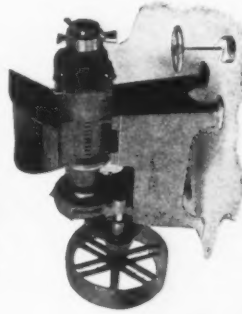
STANDARD Soap Frame.



TYPE "F" Plodder.



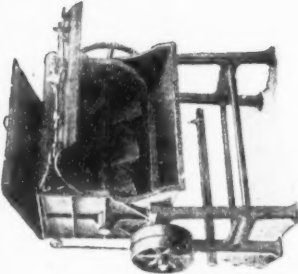
2, 3- and 4-Roll Soap Mills.



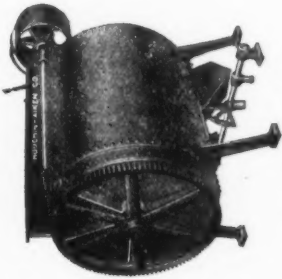
4, 6, 8- and 10-Inch Screw Soap Plodder.



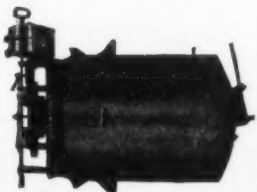
Soap Chipper.



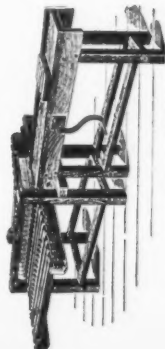
IDEAL Amalgamator.



HORIZONTAL Crutcher.



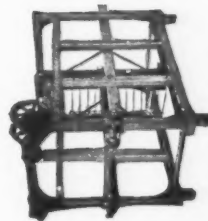
PERFECTION Crutcher.



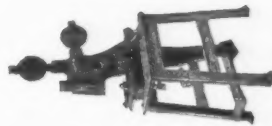
DOUBLE RACK Cutter.



AIKEN Power Cutter.



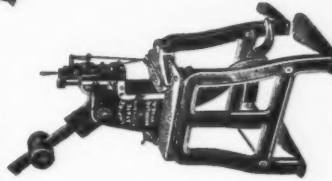
CHAMPION Slabber.



No. 4 Soap Press.



Soap Die.



EMPIRE STATE Soap Press.

HOUCHIN-AIKEN CO.

INCORPORATED

ENGINEERS AND MACHINISTS

SOAP MACHINERY

Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chipppers, Mills, Plodders, Soap Dies, Perfume Mixers

GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled

115 to 121 Fifty-third Street

BROOKLYN, N. Y.

*We can take care of
Your Requirements
Prompt Deliveries*

Brass Boxes
for
Powder & Rouge
Compacts

*Hinged or Slip Cover
Fitted with or without
Mirror & Bezel~*

Our **ROMAN** finish
will not tarnish

KEENEY - KARMEN COMPANY
MANUFACTURERS OF METAL PRODUCTS

106-108 WEST END AVE.
NEW YORK



We are now in a position to supply regularly from

SPOT STOCKS

carried in America of Absolutely Pure

PATCHOULI OIL

and other high grade Essential Oils
of uniform, fine quality

Distilled in Malay especially for our trade here and abroad

Samples Submitted and Inquiries Invited
Lowest Prices Express Shipments

THE H. G. WHITE COMPANY

NEW YORK SALES OFFICE

428 LAFAYETTE STREET

Cable address "Lafchemco, New York"

FERDINAND BUEDIGEN COMPANY

INCORPORATED

ROCHESTER—NEW YORK

Manufacturers and Designers of

FINE PAPER BOXES

Specializing in inlaid seal stamping and fancy designs of every description.

Our equipment is complete for the highest quality machine and hand made boxes.

OUR PRINTING DEPARTMENT
SOLICITS YOUR LARGE
EDITIONS.

GUARANTEED MIRRORS



We use selected photographic glass of "A" quality only.

We do our own silvering; no mercury; and guarantee against spoilage.

All Sizes and Shapes
Prompt Deliveries

Lowest Market Prices
GUARANTEED

Write us about special shapes



ROYAL MIRROR WORKS, Inc.

187 Mercer St.,
NEW YORK

ALBIN CARTIER

Distillateur

Oraison (Basses-Alpes) & Nyons (Drome) France

Essence de Lavande Extra Fine

This Lavander is of the best available quality.
Sample and price sent promptly on request.

Address all inquiries to

COMPAGNIE PARENTO

537 South Dearborn St., Chicago, Ill.

MAISON FONDÉE EN 1850

PÉLISSIER-ARAGON **GRASSE (France)**

HUILES ESSENTIELLES

PETTIGRAIN
PORTUGAL

PATCHOULY
YLANG YLANG

Sample and Price Sent Promptly on Request

Address All Inquiries to

COMPAGNIE PARENTO

537 South Dearborn Street, Chicago, Ill.

TH. MUHLETHALER CO. LTD.

NYON, SWITZERLAND

Swiss firm founded in 1899

AMBRETTOL

Among artificial musks, there is one which is commonly accepted as the standard by which all others are judged, namely: Ambrettol Muhlethaler. It is pre-eminent as a fixateur. We have it in stock for immediate delivery.

Sample and price sent
promptly on request

MORANA INCORPORATED

118 East 27th St.
19 So. La Salle St.

New York City
Chicago, Ill.

CHRISTO CHRISTOFF

KAZANLIK, BULGARIA

Manufacturer of the Finest Grade Otto of Rose

TRADE



MARK

Christoff's Otto of Rose

We have ready for delivery all brands of Otto
of Rose controlled by the Bulgarian government.

Prices and samples on application

MORANA INCORPORATED

118 East 27th St.
19 So. La Salle St.

New York City
Chicago

August Giese & Son

162 William Street
New York City

TERPENELESS NON-CLOUDING ESSENTIAL OILS

Lemon, Orange,
Limes, Petitgrain,
Sassafras, Cassia,
Fennel, Bergamot,
Eau de Cologne,
Eau de Quinine,

French Filter Paper

White—Soft—20-inch; also 13, 15 and
32-inch.

German Filtermasse

Felt Filter Bags

Gingerine and Capsicine

Paper BOXES

*that's
all*



*That same standard
of quality which long
ago designated us
as leaders in the
Art of Fine
Box-making
is to-day, as
then, our chief
consider-
ation.*

Wm. Buedingen & Son.

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WOOLWORTH BUILDING
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NON-METALLIC—NON-BREAKABLE
COLLAPSIBLE TUBES

Plain and Decorated

NO METAL TOUCHES THE CONTENTS

The Most Economical and Sanitary Container

Samples and Quotations Gladly Submitted

HYGIENIC TUBE COMPANY

88-90 McWhorter Street

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AN ATTRACTIVELY DRESSED WOMAN
COMMANDS ATTENTION
THE SAME IS TRUE FOR A TOILET PREPARATION
OUR LINE OF STOCK LABELS
WILL SELL YOUR GOODS.
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO
WE MAKE MANY SPECIAL LABELS AND WILL GLADLY SUBMIT SKETCHES & PRICES

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JASMONE JUNILLON

The recent increase in price of the New Crop Jasmin Flower Products has not effected any change in the price of this SYNTHETIC.

Our Jasmone has all the characteristics, and, therefore, the individuality of the Natural Oil, but DOUBLE the strength.

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE
VIOLETTE BLANCHE :: JASMONE :: MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

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USINES CHIMIQUES DE BOURG JUNILLON, Valence-sur-Rhone

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ORBIS PRODUCTS TRADING CO., INC.

GENERAL OFFICES: 215 PEARL STREET, NEW YORK

Chicago Office: 326 West Madison Street
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PRIVATE BRAND

MANUFACTURERS

**ROUGE and FACE
POWDER COMPACTS**

**LIP ROUGE, LIP POMADE
NAIL POLISH**

(Cake form)

IN METAL and PAPER BOXES

CENTRALLY LOCATED FOR QUICK SHIPMENTS

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FINE GLASSWARE

OF MANY PATTERNS

We have a wide variety of fancy patterns for sampling or novelty purposes.

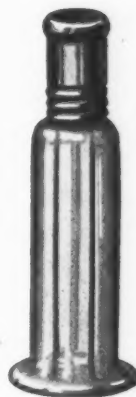
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FOR SAMPLE BOTTLES

VIALS OF ALL SIZES

SPECIAL ESSENTIAL OIL SAMPLERS

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EXCLUSIVE
FRENCH PAPERS

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BOXES—BOTTLES—TUBES—SPRINKLER TOPS—SEALS—FLOSS—SATIN CASE WORK

COLLAPSIBLE TUBES

OF PURE TIN

both plain and decorated.

Write for samples and prices

Prompt deliveries

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MENT CORP. :: ::**

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Samples sent on request

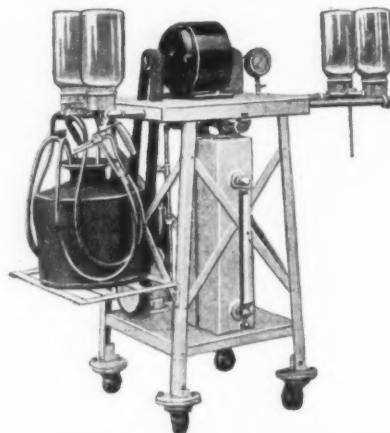
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VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

We Build

AUTOMATIC LABEL-
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THAT WILL LABEL
FLAT, SQUARE &
PANEL BOTTLES
ON ONE SIDE OR
BOTH AT THE RATE
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PER MINUTE.



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VACUUM FILLING
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KIND OF LIQUID
AND ANY CAPACITY
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ARE USED WHERE
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PORTABLE VACUUM FILLING SYSTEM

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PERFUMES
TOILET GOODS
DRUG PREPARA-
TIONS
BEVERAGES, EX-
TRACTS, ETC.

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*Perfume, Toilet,
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*Thorough work
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EXTRA QUALITY**McK&R****STEARATE OF ZINC**

We were the originators of Stearate of Zinc and still manufacture the finest, lightest, and whitest product. We have recently enlarged our manufacturing facilities and now offer the same grade that we have heretofore only packaged for prescription use, to manufacturers of toilet specialties.

Samples and quotations on request. Packed in 50 lb. bbls.

McKESSON & ROBBINS**Incorporated****Established 1833****NEW YORK****HAMMILL & GILLESPIE****Founded A. D. 1848.****240 and 242 FRONT ST., NEW YORK****IMPORTERS AND GRINDERS**

Prime LEE MOOR, Bolted Grade of
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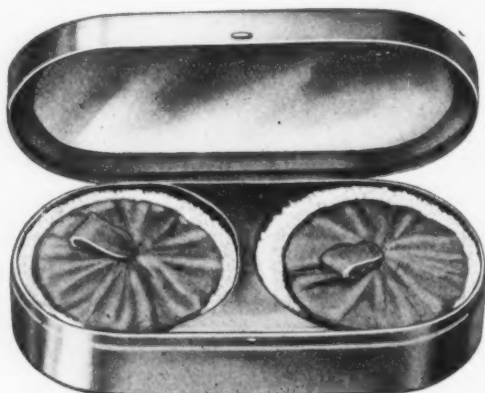
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FULLER'S EARTH (Genuine English)

INFUSORIAL EARTH
PRECIPITATED CHALK
PREPARED CHALK

STEARATE OF ZINC
PARIS WHITE
WHITING—All Grades

"We Specialize In—"



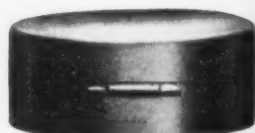
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POWDER AND ROUGE BOXES



BEADED SLIP COVER

Slip Cover and Hinged
With and Without Mirrors
All Shapes, Finishes, Colors
and Gold Plated
Stock and Special Designs



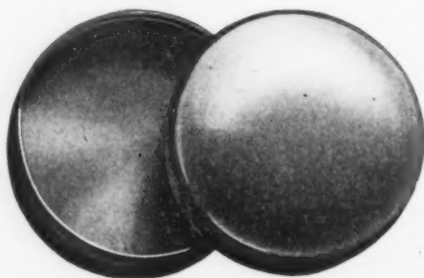
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Write for Prices

E. LOESSER MILLS, Inc.

142 Pine Street

Montclair, N. J.



PLAIN SLIP COVER

Makers of
Metal Novelties



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Manufacturers of and Headquarters for

STRICTLY HIGH-GRADE

Terpineol

Chemically Pure

Water Free

Office and Factory - - - GRASSLAND, Del. Co., PA.
(Near Philadelphia)

October, 1920

TERPINEOL

Market Report

FROM time to time we have informed our customers in form of printed Market Reports or in letters about the conditions and factors governing the price of our product—Terpineol.

We believe that the time for such Market Report could not be more opportune than it is now, as apparently everywhere and in every line of manufacture there seems to be that uncertainty as to the development of the future.

In regard to Terpineol there is the situation of the Naval Stores market, which is very closely watched by us, although it does not affect the price of OUR Terpineol so much, as we cover generally our demand for one or two years ahead and therefore we are only affected in case the demand for our product increases much faster than we anticipate, which was the case in May, June and July this

year. The quantities in which we are covering our raw material naturally give us considerable advantage over those who are buying only in 10-bbl. to 25-bbl. lots. Due to such additional purchases we were forced to increase the price of our Terpeneol slightly, but as soon as the high-priced Pine Oil was used up, we did not hesitate to reduce our price twice, each time about 10 per cent.

We are passing any advantage that we might have in raw material on to our customers and are only adding a fair margin in profit, which we do with the purpose in mind to always keep the price for Terpeneol as low as it possibly can be kept. The great number (daily increasing) of customers all over the world who are giving us their orders regularly are well aware of this fact.

We intend to stick to this policy and to maintain the leading position in Terpeneol even if it must be under occasional sacrifices, but we do not want to sacrifice the quality (see testimonials herewith). (Ask for sample if you have not seen our product lately.)

We also wish to emphasize that we are not using Turpentine, but the finest and purest Pine Oil from *Pinus Palustris* that can be produced, which is at present about 33 per cent. higher in price than Turpentine, although this has nothing to do with the quality as some intimate, no matter if you use Turpentine or Pine Oil or even Rose Oil (Geraniol).^{*} To manufacture Terpeneol commercially you have to make first Terpin Hydrate as a middle product, and as Terpin Hydrate is an absolute uniform chemical body, it makes no difference if made of either one of the three above-mentioned raw materials, so that you may readily understand it is simply a matter of yield of Terpin Hydrate as well as a matter of calculation, which is all in favor of Pine Oil, more especially since it is possible to manufacture a number of by-products from Pine Oil which have a greater value than those made from Turpentine. The utilization of by-products is a very important factor, no matter what is manufactured, and so it is with us; it helps to keep the cost of Terpeneol down—a point in which we are more vitally interested than most of our business friends have any conception of.

We are sorry to state that the cost of coal has done a great deal from keeping us to reduce the price for our Terpeneol still further. In 1916 and 1917 a ton of highest-grade bituminous coal cost us at our factory slightly over \$4, while for the last couple of months we had to pay the horrible price of \$15 delivered at our factory for a quality which could not measure up to the coal of years ago. This has increased the cost considerably and prevents any further reductions at this time.

Labor may be of considerable importance in the cost calculation, but is not of like importance in our plant. We have everything up to date with all the labor-saving devices and conveniences. However, should we be able to gain some advantages, however small they may be, we shall certainly pass them along in another reduction in price.

As to the raw material itself (either Pine Oil or Turpentine, but not Rose Oil), we believe that the lowest price level is right now. Considering that the dollar has only half its buying power which it had before the war, we must admit that we are paying today 65 cents per gallon with a pre-war dollar or \$1.30 for today's dollar. Sixty-five cents before the war was considered a fair and

^{*} Terpin Hydrate made from Geraniol (Tiemann Semmler, Ber. 28.2137).

normal price for Turpentine, and so is \$1.30 per gallon today unless the buying power of our dollar increases.

The production of Naval Stores is declining from year to year and this is of big concern to the entire country; there can be no more talk of over-production. Those who are producing Turpentine by tapping the trees had to experience the same increase in wages in proportion as we experienced here. They further have to deal with an enormous increase of rental for the lease of tapping the Virgin Long Leaf Yellow Pine, in some instances more than three times pre-war rental. This increase was mainly created by the increase of values of timber and the heavy taxations and excess profits tax.

Therefore, if the Naval Stores industry should face a further depression in the market, it would appear to us quite natural that the next thing would be curtailing the production, and what this means is quite familiar to you, but will be brought out more prominently when you consider the alarming speed with which the virgin timbers are cut down and no reforestry going on.

In conclusion we wish to say that we do not anticipate any really important and substantial reduction or anything that looks like pre-war prices. If at any time we will be able to reduce the price we assure you that we will be the first to do so.

Our aim is to lead in price and in quality (see testimonials attached). Our advice is to cover your needs now. The testimonials will also prove to you that we have a genuine and real established American industry worth while your support.

TESTIMONIALS

MANUFACTURING PERFUMER (New York State)

" . . . find it satisfactory for our purpose."
(28)

WHOLESALE DRUGGISTS (Massachusetts)

"We are pleased with your product." (20)

MANUFACTURER OF SOAPS AND PERFUMES (Middle West)

" . . . and as we seem to find same satisfactory, we would thank you to enter our order for"

Later:

" . . . would thank you to kindly enter our order for"

"Awaiting your acknowledgment advising that the quality will be the same as previously supplied."
(30)

MANUFACTURING CHEMISTS AND PERFUMERS (Pennsylvania)

" . . . we wish to state that we think your product is as good as the best."
(21)

A CUSTOMER IN THE FAR EAST

" . . . submitted to our buyers, who find it to be quite satisfactory."
(12)

MANUFACTURER OF PERFUMERY AND TOILET ARTICLES (Pennsylvania)

" . . . was very satisfactory."
(19)

ANOTHER CRITICAL BUYER (New York State)

" . . . Terpeneol examined and found it satisfactory for our purpose. Please enter our order for 2,000 lbs."
(24)

TO OUR KNOWLEDGE THE MOST CRITICAL BUYER IN
AMERICA, ALSO ONE OF THE LARGEST

"We have compared your recent delivery of
Terpineol with that of the other manufacture,
made by one of your competitors, and we are
glad to state that your quality and delivery seems
to us even superior to the other." (31)

SOAP MANUFACTURER IN THE MIDDLE WEST

"It was received in good condition and has
been tested and found to be perfect." (18)

MANUFACTURING PERFUMER (New York State)

"We have used your Terpineol quite some time
. . . always found it very fine." (27)

A BRITISH FIRM DEALING IN RAW MATERIALS FOR
PERFUMERS AND SOAP MAKERS

". . . have received from our analysts their
report regarding shipment of Terpineol, and after
giving us analytical figures they say the sample
is of genuine Terpineol of fair average quality." (13)

ANOTHER BUSINESS FRIEND IN THE FAR EAST

". . . arrived a few days ago and immedi-
ately we made a trial which proved very satis-
factory." (16)

IMPORTANT CUSTOMER (Middle West)

". . . Terpineol is seemingly of very good
quality." (25)

A CUSTOMER IN SOUTHERN EUROPE

"The quality of this oil pleases us and we there-
fore cable you as per the enclosed copy and in
conformity with same you will find herewith a
new order for 1,000 lbs." (17)

SOAP AND PERFUME MANUFACTURER (Ohio)

"We have yours of . . . regarding Terpineol
and same is satisfactory to us, so enter our order
for 800 lbs. for . . . and 800 lbs. for . . .
shipment." (26)

A VERY IMPORTANT AND CRITICAL BUYER (New
York State)

". . . herewith our formal order for 1,000
lbs. of Terpineol . . . this to be of the usual
good quality as represented by your recent de-
livery." (23)

A SCANDINAVIAN CUSTOMER

"We are fully satisfied with the goods." (14)

BARBER SUPPLY MANUFACTURER (Middle West)

". . . Terpineol you sent us was very good." (22)

ANOTHER BRITISH CUSTOMER

". . . approve of the quality of the sample
you have sent us . . ." (15)

SOAP MANUFACTURER IN MIDDLE WEST

". . . after giving it a trial, ask you to enter
our order for . . ." (29)



ACTUALLY HOLDS VANISHING CREAM

One of the most perplexing problems confronting the Perfume Manufacturer today is how to prevent his product from **SHRINKING**.

The Duplex Spring Clamp Seal

Solves the problem.

Remains Tight under all conditions.

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Made in Rich Enamel and Other Finishes—all sizes. Leading Glass Makers "**NOW**" Supply Duplex Finish. *For Detailed Particulars Address*

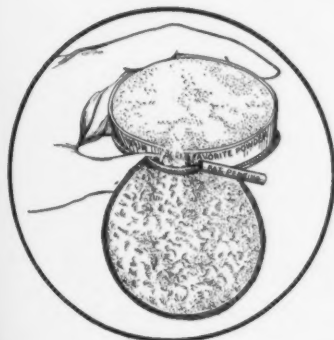
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LAUNCH YOUR NEW FACE POWDER IN A REFILLABLE PUFF

(3" size only)



These puffs are made in genuine eider-down and lamb's wool and are sewn with silk edge, pink or blue. The patent ivory side closure serves also as a handle.

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VELOUR POWDER PUFFS

2½" to 4" diameter.

Made under absolutely sanitary conditions.

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TOILET ARTICLES

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Acid Proof, made in the finest Caramel Color plant in America by men who have made Caramel Color for 32 years.

Henderson's Caramel Color is especially adapted for Acid, Alkaline or Alcoholic products and is the best type of Color for Flavoring Extracts and Pharmaceutical products.

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—Incorporated—

Works at
Jersey City

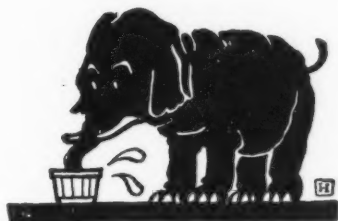
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New York

Imperial Metal Manufacturing Corporation

81-83-85 Sunswick Street
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Manufacturers of
**The Imperial Leak Proof
Sprinklers**

"Patented July 7th, 1914."



Large Capacity.

Together with modern equipment, great skill and careful management will give a satisfactory product, especially in collapsible tubes. The Peerless Tubes are of Pure Tin, made by skilled workmen in a factory absolutely clean. Just think of the luxury of filling tubes without first cleaning them out—Peerless Tubes are clean tubes. May we prove it?

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177-179 E. 87th STREET

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VELOUR AND WOOL PUFFS

Sizes: 2", 2 $\frac{1}{4}$ ", 2 $\frac{1}{2}$ ", 2 $\frac{3}{4}$ ", 3", 3 $\frac{1}{4}$ ",
3 $\frac{1}{2}$ ", 3 $\frac{3}{4}$ ", 4", 4 $\frac{1}{4}$ ", guaranteed to be full measure

In appearance, quality and workmanship
our puffs are the peer of any in the market

Get our samples and prices

DO YOU NOT ALWAYS DESIRE A BOTTLE THAT IS—

- 1—The most chic
2—The very latest design ?

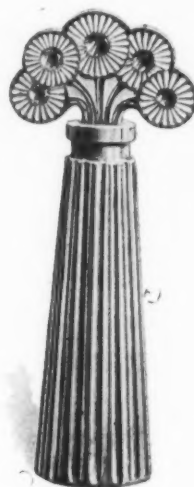
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SPECIALLY DESIGNED AND MADE TO ORDER

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Perfumes, Soaps, Toilet
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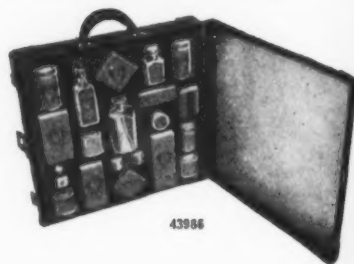


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Quickly—Attractively
CARRY
COMPACTLY,
CONVENIENTLY



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Velvatoné Powder Puff

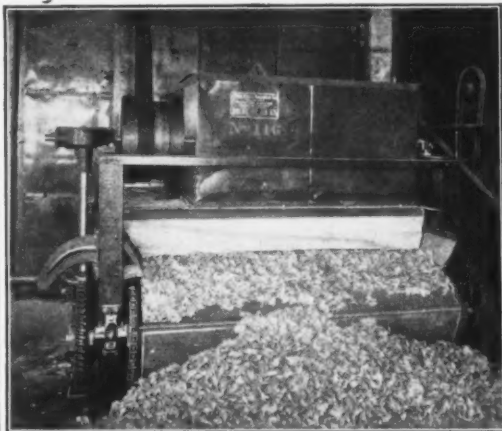
The
Improved Powder Puff
for the
Compact Powder Box

Velvatoné Powder Puffs
are made in special
colors to harmonize
with your color
scheme.

Take less space
in the Vanity
Box.

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Drying under a guarantee

Proctor Drying Machines are in use in so many plants that you can easily see one in operation and talk to the man who runs it. We will be glad to direct you to the nearest point.

The dryers are built upon correct principles, but the reason they give such supreme satisfaction is because each one is built especially for the plant it goes into, and we guarantee that it will thoroughly dry a certain output.

We have to make good, and we do. A Proctor Dryer is never a disappointment.

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1,299,191 April 1, 1919

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Laboratory Specialties

ZINC OXIDE

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(SUPERIOR TO ALL OTHER STEARATES)

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A WHOLESOME IMPROVER FOR
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SPECIAL PERFUMES for CREAMS and TALCUMS

TRUE IMPALPABLE RICE STARCH
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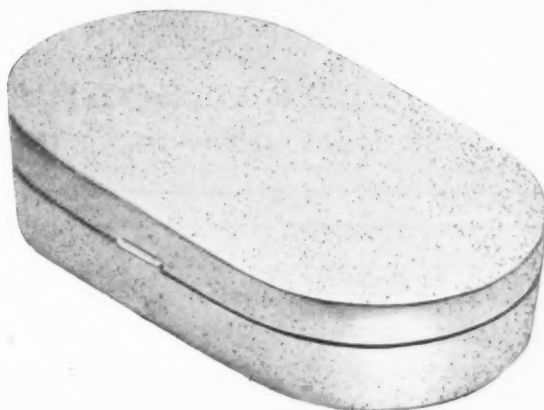
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for the Exclusive Perfumer

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 and French
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Plain, Engine
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Each Novelty
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Standardized Perfumes

manufactured by modern processes

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a basis for Muguet and an unequalled fixator

Our new Plant (over 30,000 sq. yards) is now in activity



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NEARLY HALF A CENTURY

SHAMPOO

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Potash Soaps from all Vegetable Oils

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OF PURE TIN

The most convincing advertisement of a good preparation is a free sample in a half-inch tube. We specialize in decorated sample-size tubes.

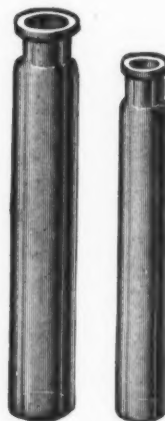
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THURSTON & BRAIDICH

27 CLIFF STREET
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**MACHINE
MADE
VIALS**

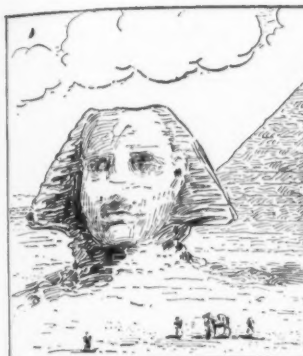
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for the perfumery trade.
Write for prices.

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VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.



- DEMAND -

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EGYPTIAN HENNA

POWDERED

SUPERIOR TO ORDINARY HENNA

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GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

**"KOLAB"
DEPT.**

COMMERCIAL LABORATORIES, Inc.

**NEWARK
NEW YORK**

INCREASE

Your SALES and PROFITS

Make

Dependable Perfumes with 60% alcohol.

Toilet Waters with 25% alcohol.

By using

Quintex Soluble Flower Oils

In all the Standard Odors

The success of your Toilet Preparations depends upon the Odor.

For Powders, Creams, etc., we recommend

Quintex Bouquet No. 9

A sweet, diffusive, adhesive odor.

Soluble Oils of Bay and Eau De Quinine.

Soluble Lemon and Orange Concretes for
Flavors and Soda Fountain Syrups.

QUINTEX MFG. CO.

1315 S. Wabash Ave.

CHICAGO, ILL.

SHAMPOO BASE

A strictly pure, neutral, cocoanut oil
potash, base made expressly for shampoo
purposes. Write for samples and formula.

WHITE MINERAL JELLY

For cold cream, camphor ice, etc. Write
for sample of our Superfine. You will be
surprised.

PETROLATUMS

All grades.

SELECT CREAM OIL

For cold cream. Stands tests for low
acidity and carbonizable matter.

TAR SHAMPOO BASE

For making tar shampoo. Ask for for-
mula.

Samples on application.

PENNSYLVANIA OIL CO.

173 N. Green Street, Chicago, Ill.



VELVO

FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City

EST. 1881

COMPAGNIE DUVAL

REPRESENTATIVES OF

SCHMOLLER & BOMPARD

GRASSE, FRANCE

**HIGHEST CLASS CONCRETES,
POMADES and ESSENTIAL OILS**



Vials; 1/4-2 dr.

FOR PERFUME SAMPLING

We specialize in miniature glass containers for perfumers, essential oil importers, etc.

You can depend on capacities as stated. Investigate our small ampoules.

DURAND-KOERING GLASS CO., INC.

Vineland, N. J.



Ampoules, 1-5 CC.

Phenyl Ethyl Alcohol, \$30.00 per lb.

One-half ounce will be mailed for 50c. in stamps.

American Beauty Rose, \$20.00 per lb.

A finished product, add nothing to it to make a finished perfume or toilet water.

Soluble in 80% cologne spirits.

Use two to eight ounces to make one gallon of perfumes and toilet waters.

Six drams will be mailed for 50c. in stamps.

O. C. BOWERS & COMPANY

Manufacturing Chemists

Oklahoma City

Oklahoma, U. S. A.

**LIQUID SHAMPOO
SHAMPOO PASTE
LIQUID SOAP
LIQUID SOAP BASE**

All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

Samples and prices on request.

JAMES COUNTS COMPANY

5236 N. Market St.,

St. Louis, Mo.

We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio



**ATLAS
BRAND**

FACTORIES:
BROOKLYN, N. Y. PAVONIA, N. J.

ESTABLISHED 1851

STEARATE OF ZINC

U. S. P. AND TECHNICAL

PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

No. 40 CARMINE

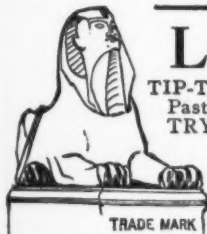
(Cochineal Color)

Manufactured by

H. KOHNSTAMM & CO.

11-13 East Illinois Street
CHICAGO

83-93 Park Place
NEW YORK



REG. U. S. PAT. OFF

TRADE MARK

Labeling Pastes

TIP-TOP PASTE POWDER. Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

SPHINX PASTE—For high grade labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-board.

CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

The Arabol Mfg. Co.

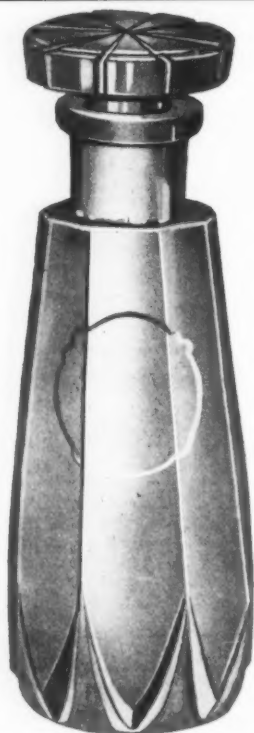
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Glyzzerol B

A SUBSTITUTE
FOR

C. P. GLYCERINE

New York



BOTTLES PERFUMERS' WARE

OUR SPECIALTY

MILLVILLE BOTTLE WORKS

MILLVILLE, N. J.

GEO. N. HANNA

108 FULTON ST. - - NEW YORK

I. D. FADEN

CHICAGO REPRESENTATIVE

208 N. Wills St.

Room 302

The large addition to our factory will
be in full operation early in September

HUMMEL & ROBINSON

26 Cortlandt Street

NEW YORK

REFINERS of



LANOLIN, U. S. P.

HYDROUS
ANHYDROUS

for pharmaceutical purposes, salves, ointments,
toilet creams.

CRUDE LANOLIN
NEUTRAL WOOL FATS

for technical purposes.

THE TWITCHELL PROCESS

THE STANDARD METHOD OF
DEGLYCERINIZING
THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.

CINCINNATI, OHIO

TUBES

PURE TIN
DECORATED

OR PLAIN

MADE RIGHT
SHIPPED RIGHT

GEORGE K. DILLER

Sales Agent Wheeling Stamping Co.

90 WEST BROADWAY
NEW YORK

SETHNESS COMPANY

Manufacturers

Burnt Sugar Coloring
"Caramel"

DISTILLERS OF

OLEO
RESINS
OF

Orris
Ginger
Lovage
Capsicum
Celery
Coffee
Horehound
Vanilla

EXTRACT MAKERS HEADQUARTERS
ESSENTIAL OILS AND FLAVORING
MATERIALS

718-720-722-724 N. Curtis St., CHICAGO

ALBION SILKY CORDS and COTTONS

FOR TYING

PERFUMES
ESSENCES

and

TOILET PREPARATIONS

ARTISTIC AND INEXPENSIVE

Manufacturers

THE ALBION SEWING COTTON CO., LTD.

FAWLEY MILLS, TOTTENHAM HALE

LONDON, ENGLAND

Nadal, Desparmet & Cie

NANTERRE, FRANCE

Synthetic Perfume Bases

INDOL

Aldehydes and Alcohols

Purest Bases for Lily, Rose, Violet,
Lilac, Etc.

Mousse de Chêne Absolue

National Gum & Mica Co.

Sole U. S. & Canada Agents

12 West End Avenue

NEW YORK CITY



HIGHEST QUALITY

IN SOLID OR POWDERED FORM

STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

Phenyl Ethyl Alcohol
Phenyl Ethyl Acetate
Rhodinol Extra

Superior quality

Spot delivery

Attractive price

Manufactured by

GABRIEL RAPHEL

La Courneuve, France

Sole Agents

MATHESON & ATKINSON

354 4th Ave.

New York

Phone—Mad. Square 4965



**EXTRA STRENGTH
SYNTHETICS**

Without Sacrifice of Quality

**NEROLI SYNTHETIC
JASMIN SYNTHETIC**

SAMPLES FURNISHED

H. C. RYLAND

Importer and Exporter

284-6 PEARL ST. NEW YORK

PERFUMERS' METAL SPECIALTIES

Lithographed and plain Brass Rouge Boxes
Lithographed and plain Metal Boxes and
Caps

Aluminum Boxes and Caps — Aluminum
Rouge Placques

Powder and Tube Filling Machinery
Collapsible Tubes and Sprinkler Tops

McBRADY BROS. SALES CORP.

8 S. Dearborn St., Chicago

Factory Representatives and Commercial Brokers

Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

SYNTHAROM CHEMICAL CO.

208 Pearl Street

Phone: John 5085

New York

MANUFACTURERS OF SYNTHETICS

**PHENYL ACETIC
ALDEHYDE****100% PURE**

(Free from Styrol)

Strong, Clean, Flowery Odor

A. ALEXANDER

453 19th Street, BROOKLYN, N. Y.

**Consulting Chemist
Efficiency Engineer**

Formulae furnished for the manufacture of Perfumes and Toilet Preparations. Manufacturing Plants planned and equipped.

Special advice on the manufacture of Tooth Paste, Shaving Cream, Soap Base, Liquid Shampoo, Hair Coloring and Dyes, Compact Rouge and Face Powder, Lotions, Toilet Creams, Greaseless and Cold, Rolling Massage and all Pharmaceuticals.

CHARGES MODERATE

Telephone, South 1307

**ATMOSPHERE**

That intangible quality which plays so great a part in selling the consumer is a factor as well in selling the dealer.

The last ounce of selling power can be added to your line by showing it from a Crouch & Fitzgerald sample case. It is quite like the casket that holds the jewel.

Yet, this atmosphere is not an expense but an incident to the actual saving enjoyed in the use of the carefully made and economical equipment.

Our technical assistance is of the greatest value and is entirely at your disposal.

**Crouch & Fitzgerald**

177 Broadway

New York

Commercial Dept.

COMPAGNIE DUVAL

32 Cliff Street

New York, N. Y.

We offer the following imported chemicals and specialties.

Aldehyde C. 14
Ambra Artificial
Anethol
Benzaldehyde
Benzyl Formate
Benzyl Propionate
Benzyl Valerianate
Bergamil (3 Owls Brand)
Bromstyrol
Cinnamic Acid
Cinnamic Alcohol
Cinnamic Aldehyde
Cinnamate Methyl
Cinnamate Ethyl
Centaflor
(Lily Base)
Cinnamein
(Oil Balsam Peru)
Ellacin (3 Owls Brand)
Fenarom (3 Owls Brand)
Fixat Ibu (3 Owls Brand)
Fixaton (3 Owls Brand)
Geraniol Pure
Geraniol Palmarosa

Geraniol pure B.
Geraniol Esters
(all kinds)
Heliotropine
Honey Arome
(Base for Honey Essence)
Hyacinthin 100%
(Extra fine Bromstyrol)
Iso Saflor
Jasmin Artificial M. M.
(True odor of Jasmin flower)
Lilacine
(Base for Lilac)
Linalool
Linalyl Acetate
Methyl Anthranilate
Methyl Benzoate
Methyl Heptin Carbonate
(Violet Leaves 100%)
Methyl Valerianate
Methyl Violet
Musk Artificial
Nerolin Crystals
(Yara Yara)

Oeillet
Oenanthic Ether
Paracresol—Methylether
Peach Arome
Phenyl Acetic Aldehyde
Phenyl Ethyl Alcohol
Phenyl Acetic Acid
Phenyl Acetic Acid Methyl
Phtalol Ester
Rhodinol Citronellol
Rose Schiras
(Artificial)
Rose 1223
(red)
Terpineol c. p.
Terpineoline
(For Soap Manufacturers)
Terpin Hydrate
Terpenyl Acetate
Violet 100%
(True to the Flower)
Violet Alpha, Etc.
Wax Bees Arome
Zivet Artificial

Terpeneless Oils
(Lemon and Orange)

Flavoring Oils
(All kinds)

Soap Perfume Oils and other oils for technical purposes
(from 45c. lb. up)

WE OFFER OF OUR OWN MANUFACTURE

Oil Neroli

Rose French

Rose Otto Artificial

Syringa

Oriental M

Wistaria

Heliotrope Fleurs

Jasmin White

Samples and Quotations on request.



Stanley

THIS SEAL WAS DESIGNED AND
MANUFACTURED EXCLUSIVE-
LY FOR THE USE OF WOOD-
WORTH; THE BEST REASON
WHY WE CAN APPLY THIS
SAME TALENT AND ABILITY
OF OUR ARTISTS AND ME-
CHANICS TO YOUR DISTINC-
TIVE REQUIREMENTS IN ORDER
TO MATERIALLY INCREASE
THE INTRINSIC VALUE OF
YOUR PACKAGE.

The Stanley Manufacturing Company
Dayton, Ohio

ALL WORK OF QUALITY IS NOT MADE PROMPTLY

It is only the work of the lowest grade of workmen that can be made in a hurry. The work of the highest grade of workmen is made with care and patience.

It is only the work of the lowest grade of workmen that can be made in a hurry. The work of the highest grade of workmen is made with care and patience.

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STANLEY MANUFACTURING CO.
DAYTON, OHIO.

**EVERGREEN CHEMICAL CO.**

Established 1898

171 BROADWAY, NEW YORK*Exclusively, Blended Conc Flower Oils and Colors for Manufacturers of Toilet Preparations*

ECCO OILS

FOR COLD CREAM

Rose "E", \$26 a lb.
 Rose No. 44, \$18 a lb.
 Either one, 4 ozs. to 100 lbs.

GREASELESS CREAM

Lilac, No. 100, per lb., \$9
 Lily "A", per lb., \$13.50
 4 to 6 ozs. to 100 lbs.

FACE POWDER ODORS
 in very large variety

Lilas de France per lb., \$26
 $\frac{1}{2}$ oz. to gallon, 50% Spirits, for a
 fine Lilac Water

Quinine F, per lb., \$7
 $\frac{3}{4}$ oz. to gallon, 50% Spirits

Write for price lists, also Booklet of Toilet Requisite Formulae, and if
 you have any difficulties to overcome, let us know, we may be able to help
 you out.

ECCO OILS

**U. S. P.****190°****COLOGNE SPIRITS**

Our present method of chemical control in distillation has completely eliminated aldehydes from EVERCLEAR Cologne Spirits, and guarantees an absolutely uniform, neutral and odorless spirit, particularly recommended to the Perfumer.

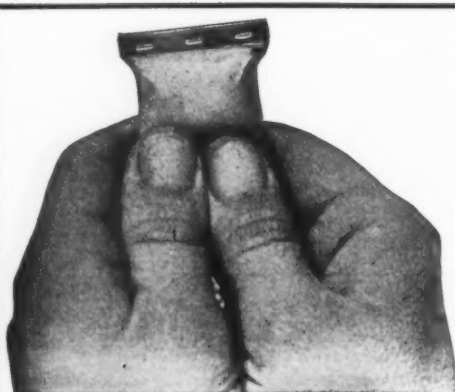
SHIPPED IN EITHER BARRELS OR STEEL DRUMS.

THE AMERICAN DISTILLING CO.

1006-1012 S. State St.
 CHICAGO, ILLINOIS

Distilleries
 PEKIN, ILLINOIS

491 Washington St.
 NEW YORK, N. Y.



Use Metal Clips and Fasteners

that will satisfy your every expectation.
They put the finishing touch to your tubes.

Send for samples and price

WILL YOUR TUBES STAND THIS TEST

ARTHUR COLTON COMPANY

Manufacturers of
Pharmaceutical Machinery
and Laboratory Appliances

796 Jefferson Ave.
DETROIT, MICH.



Metal Clips

All sizes to fit tubes from 1 3/4" to 1/4" Dia.



Foot Power Clip Fastener

Benzyl Benzoate

100% Ester

Water white, odorless, free from chlorine

NELSON CHEMICAL WORKS, Inc.
WOODHAVEN, LONG ISLAND, NEW YORK

Telephone: DECATUR 7723

Silt Edge
Trade Mark

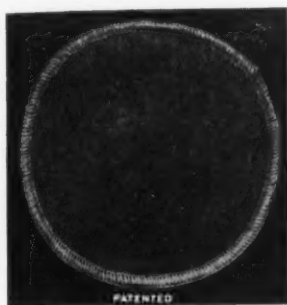
Silt Edge Puff
Trade Mark

ARE THE ACME OF PERFECTION

Soft, thin and dainty. Made of hygrade cloths, chamois and combinations. Best adapted for vanities and compacts. We produce millions of powder puffs annually. Quantity production enables us to quote right prices.

WE ARE WELL EQUIPPED TO MEET YOUR REQUIREMENTS.

THE FIRST AND FOREMOST MANUFACTURERS OF POWDER PUFFS IN AMERICA

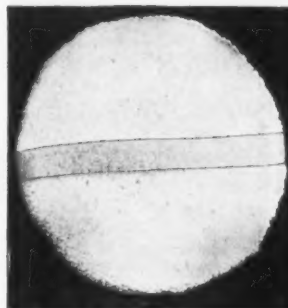


*If it's a Powder Puff or
Powder Cloth We
Make It*

MARCUS & SMITH

Manufacturers

380 LAFAYETTE STREET
NEW YORK, N. Y.



Silt Edge
Trade Mark

AROMATIC SYNTHETICS

Citral
Cinnamic Acid
Chlorstyrol
Coumarin

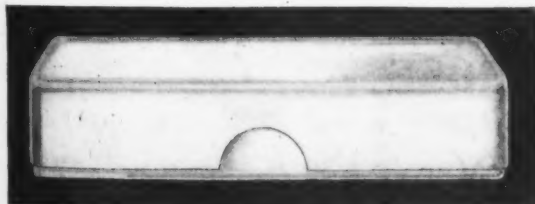
Geraniols
Iso-Eugenol
Methyl Anthranilate
Methyl Indol
Oenanthic Ether

Phenylacetaldehyde
Solventol
Vanillin
Violet Ketones

KENART SYNTHETIC PRODUCTS COMPANY

189 W. Madison St.

CHICAGO, ILL., U. S. A.



"CELLULOID" BOXES

Possess a distinctive dignity and sanitary appeal.

Our line is characterized by handsome designs and perfect workmanship.

Staple designs furnished promptly.

Special styles made to order.

We solicit your inquiries for Celluloid Containers of any description.

THE SILLCOCKS-MILLER CO.

Artificers in Celluloid

SOUTH ORANGE,

NEW JERSEY



HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
128 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per insertion. Please send check with copy. Address all communications to PERFUMER PUB. CO., 14 Cliff St., New York.

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD, GLUCK STEEL BARREL CO., PERTH AMBOY, N. J.

WANTED.—Procter soap chip dryer. Give price, size, condition, etc. Address B. O. No. 804, care of this journal.

WANTED.—"Day" face powder machine, with bolter; and medium sized cream mixer (steam jacketed). Must be in excellent condition and price reasonable. Address B. O. No. 803, care of this journal.

PERFUMER WANTED.—Moderate salary, answer in detail. Hudson, 1932 Arch Street, Philadelphia, Pa.

SALESMAN, having many years' experience in handling essential oils and synthetics, desires traveling proposition. S. Davis, 105 Quincy Street, Brooklyn, N. Y.

FOR SALE.—3 oz. tapered opal jars, aluminum caps, 150 gross at \$3.50 per gross. Factory price \$5.78. Cases 75c. F. O. B. Philadelphia. Delivery day order is received. Vail Brothers, 2342 N. 5th St., Philadelphia, Pa.

ESSENTIAL OIL AND CHEMICAL MANAGER now buying and selling essential oils and chemicals for large New York concern, desires to make new connection as above or as purchasing agent or assistant sales manager. Has valuable knowledge of consuming field as well as foreign and New York markets. Would also consider selling proposition in outside territory, headquarters preferably Boston or Chicago. Young, married, college graduate. Personal interview requested. Address S. W. No. 805, care of this journal.

(Continued on page 110)

LIQUID

CONCRETES

WELL-KNOWN MAKES
ORIGINAL 1 LB.- PACKAGES
PRICES ON APPLICATION

JASMIN

ROSE

TUBEROSE

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
New York

1114 State - Lake Bldg.
Chicago

The Debauch of Extravagance is Over

Normal conditions are being restored in every line of business. New contracts at the right figures are in order. Without boasting I want to say that I guarantee

Satisfactory Work—Fair Prices—Dependable Service

Why Not Find Out?

GEORGE J. GILLIES, *Builder of Better Paper Boxes*

268 STATE STREET, ROCHESTER, N. Y.

Special Prices on Combination Sets for November and December Deliveries

New York Office: Doane Hage, 59 Fourth Ave.

You Can Fill—

Perfumes, flavoring extracts, toilet waters, etc., on this Tray Type Vacuum Filling Machine.

30 to 65 bottles a minute.

Bottles with broken corners or pin-holes will not fill. No loss of product.

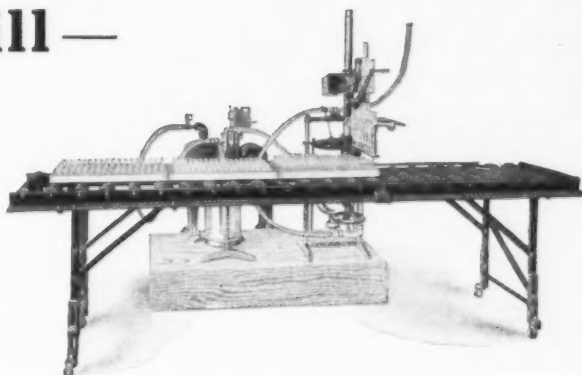
No dripping, spilling, overflowing.

This is only one type. We make the only Automatic Rotary Vacuum Filling Machine, and various sizes of hand-operated and semi-automatic vacuum filling machines, in tray types and table types.

For all kinds of liquids, containers, and capacities.

Write for details.

THE KARL KIEFER MACHINE CO., Cincinnati, O.





Effective Printing Attracts Custom

The grade of your product is often judged by the kind of cover under which it is sold.

Simple designs and elaborate colored labels can be made fully effective only by careful, well executed printing.

Write us about your needs in color or gold printing, embossing and steel die stamped work. Our service and prices will please you.

L. Kehlmann Co.

Designing, Printing, Embossing,

229 West 28th Street

New York

SALESMAN, experienced technical man, thoroughly familiar with all aromatic and other raw materials and supplies used in the perfumery industry, and acquainted with the trade in New York City, wishes selling connection with well established material or supply house. Address S. W. No. 806, care of this journal.

EXPERIENCED perfumery and toilet preparation chemist and specialist in manufacture of rouge and face powder compacts wishes new connection with substantial concern. Thoroughly competent to install and manage all details of department. Address S. W. No. 807, care of this journal.

POSITION wanted by perfume chemist with experience in the manufacture of essential oils and synthetics, such as geraniol, geranyl acetate, linalool, linalyl acetate, eugenol, methyl anthranilate, etc. Position must offer exceptional opportunity for research and manufacture to specialist in this line. Address S. W. No. 808, care of this journal.

WRITE US FOR

**INFORMATION REGARDING
TRADE-MARK PROTECTION**

PERFUMER PUBLISHING CO.

14 Cliff Street

New York



ESTABLISHED 1890

FOREIGN—TALC—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

IMPORTERS AND EXPORTERS

250 Front St.

New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—
PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING
CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPCENANOE CITY, OHIO



ESTABLISHED 1881

GIO. F. SCO MARANGOLO
MESSINA
SICILY

WE SPECIALIZE IN
OILS OF
LEMON ORANGE
BERGAMOT
NEROLI

SOLE AMERICAN AGENTS
FREDERICK H. CONE & CO., Inc
181 FRONT STREET, NEW YORK



PERFECT ROUGE & POWDER COMPACTS

Made Best, Easiest and Quickest on the

Alexander Patented Compact Rouge Machine

OVAL LIP STICK MOULDS \$100.00—ROUND \$75.00 UP

A. ALEXANDER, 453-19th ST., BROOKLYN, N. Y.

TELEPHONE SOUTH 1307

THE BEST
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.

NEW BRIGHTON, PA.



Com-Pay Gold, Silver
and Color Foil Labels
for Toilet Soap and
Candy Manufacturers

Printed and
Embossed

Colors and
Tints

Com-Pay Label Co. Inc.

711 S. Dearborn St.

Chicago Ill.

DESCOLLONGES FRERES

LYONS, FRANCE

FLEURS d' ORANGER D. F.

(Orange Blossom D F.)

A new and especially interesting product in view of the high price of natural Neroli.

PHENYLETHYL ALCOHOL
CITRONELLOL
RHODINOL



Sole Agents in
United States and Canada

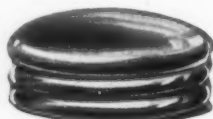
BENJ. FRENCH, INC.

160 Fifth Avenue

New York



No. 116



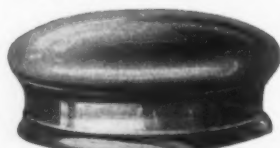
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No. 167



No. 148



No. 171—OPEN. (Pat.)

BRASS GOODS MFG. CO.

345 Eldert St., Brooklyn, N. Y.

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

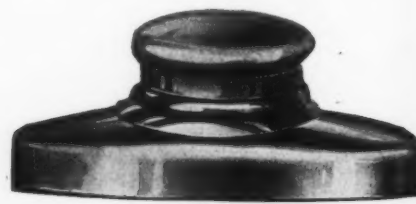
Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 162—SELF-CLOSING CAP.



No. 138.



No. 138—CLOSED. (Pat.)

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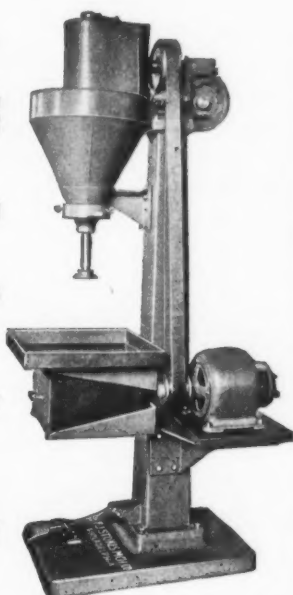
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Bulletin

No. 2

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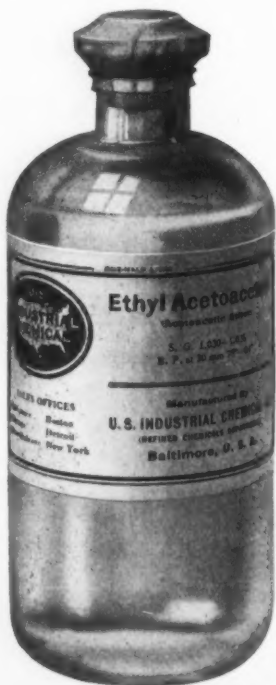
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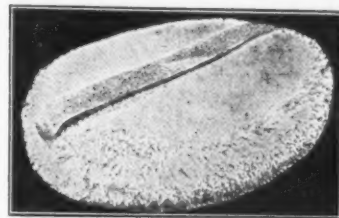
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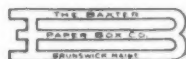
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